A UNITED STATES DEPARTMENT OF COMMERCE PUBLICATION

March 23, 1970

International Commerce

U.S.—East Europe trade prospects

Market opportunities in Canada targeted

Australia's explosive growth has meaning for U.S. firms

A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Trade Winds

Company News

CONSTRUCTION—General Telephone & Electronics International, affiliate of GT&E International, New York, announced it will construct a second earth station for satellite communications in the Philippines. The multi-million dollar station will serve as a ground terminal for voice, television and data communications to and from Intelsat III. The planned facilities will permit the Philippines to communicate via satellite with most of the world. The contract for the station was awarded by the Philippine Communications Satellite Corp. and the Philippine Overseas Telecommunications Corp. This second facility will be located adjacent to the first station at Tanay, about 25 miles east of Manila. The earth station will be the ninth constructed by GT&E subsidiaries.

PETROLEUM—Buttes Gas & Oil Co. and Clayco Petroleum Corp., New York, have been awarded a 40-year, 562 square mile concession in the Persian Gulf by the ruler of the Trucial State of Sharjah. The agreement calls for royalty and taxes on 50% of the profits. Seismic work will begin soon. The concession is bounded on the north and east by the Occidental Petroleum concession, on the southeast by Shell Oil, and on the southwest by an affiliate of Continental Oil.

COMPUTER SERVICES—Fidelity International Corp., foreign investment subsidiary of The Fidelity Bank, Philadelphia, and Delhi Australia Petroleum Ltd., Dallas, have each acquired a 10% interest in Computer Resources Pty. Ltd., one of Australia's largest independent computer service and supply organizations. Computer Resources, formerly called Data Card Australia, manufactures data processing cards, continuous forms, paper tape and form binders, and also distributes various tapes and equipment. Company operations have been established in five Australian cities.

AUTOMOTIVE—Warner Electric Brake & Clutch Co. of Beloit, Wis., will acquire, with the approval of the French Government, total ownership of Warner France, S.A. in Paris. Warner Electric previously held a 35% interest. Warner France, which will be operated as a wholly owned subsidiary, has produced electric brakes and clutches under license from the Wisconsin firm since 1959.

Newsletter

EXPO-MAQ 70, held this month in Madrid to show the products of 56 U.S. makers of air-conditioning, refrigeration and food processing equipment, is reporting $7 million in projected 12-month sales. Many of the 3,000 trade visitors were from Portugal. Four Spanish agents were appointed during the exhibition and 53 candidates were still in negotiation at the show's end. Of these, 16 were Portuguese.

Let's talk about our technical problems, say exhibitors and visitors at Commerce's trade shows. Result: seminars, colloquiums and workshops are often set up near the display area. It happened again at EXPO-MAQ, where a two-day, four-session colloquium brought 2,355 industrial executives and Government officials to hear papers by 15 specialists from the U.S. And the talk continued beyond the colloquium to a round-table workshop requested by the Spaniards, at which a number of Spanish commercial refrigeration officials and leaders in the Spanish Food Supply Board shared views with seven U.S. experts.

Welcome to Standards Action, new publication of the American National Standards Institute, which aims at soliciting public comment on standards that have been submitted to it, or other proposed actions in this field. The Institute represents U.S. interests in international standardization work carried out by such non-treaty organizations as the International Organization for Standardization and the International Electrotechnical Commission.

"A great show with excellent results." The comment was by M. M. Lambert, marketing manager for High Accuracy Products Corp., Claremont, Calif., whose U.K. agent used the London U.S. Trade Center last month for a one-day seminar and demonstration of the company's automatic airborne particle analyzer. Lambert said the between-shows use of the Trade Center brought in the right prospects, got good notice in the all-important British trade press, and will lead to sizable sales in the year ahead.

Only through greater investment from private sources will the developing countries now achieve the growth rates they seek. So says Dr. John A. Hannah, Administrator of the Agency for International Development. And the U.S. Chamber of Commerce's president Jenkin Lloyd Jones is now on an eight-country swing around Latin America, making the same point, at the request of the Association of American Chambers of Commerce in Latin America.

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in this issue

The near and the far—marketing factors that affect three interesting and widely differing areas of the world are assessed for INTERNATIONAL COMMERCE readers this week. Canada is generally regarded as the closest foreign market for U.S. companies; Australia is among the most distant geographically; Eastern Europe is among the most distant in its commercial patterns. For reports on Eastern Europe see pages 2-6; Australia, pages 15-17; Canada, pages 18-20.

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Rise in U.S. trade with East bloc seen keyed to extent of solutions to basic commercial problems

Growth expected over longer term rather than in immediate future; BIC Director sees flexibility, simplification in new legislation

By HAROLD B. SCOTT

Will there be more export opportunities in Eastern Europe in the months ahead? What are the circumstances facing U.S. firms in this trading area?

As to trade potential, 1970 holds little promise of significant increase barring large transactions unforeseen now. There exist formidable obstacles to short-term growth. Over the longer run the prospects are for worthwhile growth—but of modest proportions.

I see little hope for immediate relief from the impediments to East-West trade that exist on the East European side. On the U.S. side, the major obstacles—those affecting credit availability and access to the American market—are likely to remain unchanged for the immediate future so long as the Vietnam War continues.

With regard to export controls, the new Export Administration Act of 1969 holds out the clear possibility of fewer commodities subject to license, and more liberal licensing of those that must remain under control. Security export controls have always had, however, a significant foreign policy character; consequently, decisions as to how far and how fast and when to liberalize controls are closely tied in with the direction of overall foreign policy. Here again the Vietnam War will deter and limit relaxation.

In this context, the new legislation is being studied to identify the policy and administrative changes that are deemed appropriate to carry out the Administration's policy objectives and the intent of Congress. I am confident that we who administer the Act shall find additional ways of simplifying procedures and reducing the administrative impact of our controls. We have made a big start in the area of export documentation, but there are further steps we can take. Then more of the burden will be on U.S. businessmen—where it belongs—to promote their wares abroad in Eastern Europe as they do so ably at home.

This article is adapted in part from a presentation by Mr. Scott, Director of the Commerce Department's Bureau of International Commerce, at a seminar of the American Management Association in New York City.

Trade picture

It is important to have a realistic picture of current East-West trade.

United States exports to Eastern Europe in 1969 were the highest in over 20 years if the wheat sale year of 1964 is excluded. Almost $250 million of goods were exported, of which two-thirds were non-agricultural. United States exports to the Soviet Union in 1969 amounted to $105.5 million, or somewhat over 40% of total U.S. exports to Eastern Europe. A major portion of the exports to the Soviet Union were in the category of machinery and transport equipment. Poland was the second largest customer of the United States, with Romania and East Germany not far behind.

There was a decline in U.S. imports from the Eastern Bloc of $3 million, from $198 million in 1968 to $195 in 1969. Two-thirds of U.S. imports were non-agricultural commodities, primarily manufactured goods and crude materials. Poland continued to be the principal source of U.S. imports in 1969. Imports from the Soviet Union in 1969 declined approximately 11% from the 1968 level.

Prospects this year

It is not possible to estimate on a statistical basis what the direction of U.S. trade with Eastern Europe will be in 1970. United States demand for East European goods is quite limited even when real economic growth in the United States is strong—a condition not visible thus far in 1970. With the possible exception of the USSR, Eastern Europe is not expected to increase its purchases from the United States during the current year.

One should not, of course, assume from the limited volume of U.S. exports that the East European market is insignificant in relation to other world markets. In 1960 over $4 billion was imported by the countries of that area from the Free World. West Europe accounted for 87.5%. The U.S. share was a mere 5%. This in turn accounted for less than 1% of total U.S. exports. Much of this disparity in favor of West Europe is the product of basic economic factors—geographical proximity, complementarity of the economies, government financing programs for exports, greater willingness to engage in barter, extensive use of bilateral trade agreements, and traditional trading ties. There are, however, other impediments to U.S. sales to Eastern Europe that do not exist—at least to the same degree—for our exports to Free World markets.

E. Europe trade factors

Some of these obstacles have an East European character; some are native to the United States. Let me identify them quickly.

On the East European side are:

- ► the inconvertibility of their currencies on the world money markets;
- ► the limited amounts of earned convertible currency from all sources (trade, tourism, etc.) available for the purchase of U.S. goods;
- ► their extensive use of bilateral trade agreements and balanced trade;
- ► the generally low level of Eastern European gold reserves and gold output;
- ► the limited appeal to the U.S. market of the kinds and qualities of goods and technology they have to offer;
- ► the extensive controls (financial and other) that they impose on all aspects of their foreign trade and that are implicit in their system.

Trends continue

There is little that has occurred during the past year to reduce the impact of these East European impediments. The financial difficulties that curtail their ability to pay for U.S. goods continue to be a principal factor limiting purchases from the United States. There is no real prospect that increases in gold production will alleviate this; moreover, gold is a significant factor only in the Soviet Union's account. The bilateralism that continues to govern their trading relations makes it quite unlikely that there will be significantly more hard currency acquired from sales elsewhere available for U.S. goods this coming year.

Similarly, their inability to earn dollars by selling in the U.S. market will likely

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persist. Although there is a growing awareness on the part of East European trade leaders of the need to design and produce goods to meet the needs and tastes of the U.S. market, it is not a capability that is acquired overnight. There are modest signs of technological advances and a wider range of products for Western markets, but we experienced nothing in 1969 that encourages us to expect significant changes in this area in the near future. While some interest is shown by U.S. firms in the barter transaction approach being emphasized by Eastern European countries, acceptance of this technique by U.S. firms has been spotty to date. It is, however, one possible means of assisting expansion in the level of U.S. trade with these countries.

Meanwhile there has been exhibited during the past year a growing propensity on the part of East European trading agencies to attempt to negotiate acquisitions of U.S. plant and equipment with payment to be in product.

Interest in economic reforms

Lastly, in the area of financial and other controls that the East Europeans impose on foreign trade, 1969 saw no significant change. There is a broad interest in economic reform that, if carried out, will eventually bring these countries closer to the pattern of international relationships of the Free World. Such a development will have an impact on the foreign trade of Eastern Europe in terms of volume and composition, and facilitate trading relations with the West. The U.S. would share in the benefits. Economic reforms are made slowly, however, and 1969 was not exceptional in this respect. (The Soviets forced the Czechoslovaks to pull back from their economic reforms in 1969.) There will be little stimulation of U.S. trade in 1970 as a result of this.

U.S. exports to Eastern Europe

(millions of dollars)

Commodity group	Jan.-June 1969	1968	1967
Food, beverages, tobacco	19.3	82.5	64.7
Crude materials	27.2	53.0	58.6
Mineral fuels and related materials	1.8	2.2	1.2
Fats, oils and waxes	1.2	4.2	4.1
Chemicals	16.5	25.8	22.7
Machinery	26.7	32.3	29.6
Transport equipment	0.5	0.9	1.1
Manufactures, other	4.4	12.8	12.1
All other	1.0	1.1	1.0
Total	102.6	215.0	195.2

All in all, one can derive no real encouragement from the events of the past year in terms of reduced East European impediments to trade.

U.S. factors

Turning to the situation that obtains on the U.S. side, we find:

- lack of government credit or credit guarantee availability although other industrial countries extend government credits and guarantees;
- the withholding (except for Poland) of non-discriminatory tariff treatment;
- limited public acceptance of export or import trade with Eastern Europe;
- low level of interest in East-West trade on the part of most U.S. firms and an apparent unwillingness to adapt to the trading practices of the East European trade agencies, and
- some legislative and administrative restrictions on export-import trade.

In terms of significant changes respecting these basic U.S. impediments, 1969 was a mixed bag. Tight money marked the U.S. financial scene and reduced the already limited availability of commercial credit to finance sales to East Europe. There is little in the picture for 1970 to suggest any kind of marked improvement here.

Similarly, there is little prospect that non-discriminatory tariff treatment will be extended to other East European countries. As long as the Vietnam War persists, extension of Most Favored Nation treatment appears quite unlikely.

Limited public acceptance of export and import trade with Eastern Europe continues to be a part of the U.S. commercial scene. It varies from organized antipathy in reaction to Communist aggressive ventures, as with the invasion of Czechoslovakia in August 1968, to a subliminal indifference or distaste in friendlier periods.

More firms interested

With respect to the relatively low level of interest in East-West trade on the part of U.S. firms, the experience of 1969 gives rise to optimism that this impediment will decline in importance. More and more firms approached the Department last year to discuss the prospects of going into the Eastern European market. Some already there see prospects for significantly greater sales. Regrettably, there is still evidence of an unawareness of the need to adapt to the trading practices of the East European government agencies. Just recently the economic counselor of one of these countries noted for us the instance of a U.S. exporter who flew into his capital to seek business, announced that his schedule called for him to depart the following day, and then expressed great disappointment at his failure to leave with contracts in hand. The business community has within its power to reduce this particular obstacle.

In the area of legislative and administrative restrictions on export-import trade,

West European exports to Eastern Europe

(millions of dollars)

Commodity group	1968	1967	1966
Food, beverages, tobacco	305.5	313.5	401.4
Crude materials	238.6	228.8	218.4
Mineral fuels and related materials	15.1	24.1	14.0
Fats and oils	18.4	21.1	38.8
Chemicals	532.2	471.2	418.2
Machinery	1,282.2	1,118.6	797.1
Transport equipment	126.1	162.2	174.6
Manufactured goods, other	1,049.5	923.1	735.3
Other unspecified merchandise	26.6	23.9	25.6
Total	3,594.2	3,286.5	2,823.4

Applications for exports to Eastern Europe handled by the Office of Export Control

	1969		1968		1967		1966	
	Processed	Denied	Processed	Denied	Processed	Denied	Processed	Denied
Number of commodity applications	6,146	165(2.7%)	5,123	118(2.3%)	4,704	100(2.1%)	4,653	109(2.3%)
Value of commodity applications	257.1	*71.2(27%)	168.1	7.5(4%)	119.5	2.7(1%)	156.8	3.7(2%)
Number of technical data applications	126	4(3.3%)	108	0	160	12(7.5%)	322	6(1.8%)

*Includes denial of two high value cases; $63.5 million foundry for plant producing military and civilian trucks and $3.8 million of equipment for oil field exploration and development. Exclusion of these cases would reduce value of denials to less than 2%.

1969 saw one significant change. The 20-year-old Export Control Act of 1949 was replaced by the Export Administration Act of 1969. Other restrictions went unchanged. I have already noted the unlikelihood of Most Favored Nation treatment being extended in the near future. The prohibition on the use of Export-Import Bank credit facilities for East European trade underwent no modification last year and continues to be a major impediment to an increase in exports to that area. The prospect for alleviating or eliminating these two obstacles in 1970 does not appear to be favorable. Vietnam creates an unfavorable climate for this. Not to be overlooked, however, is the expressed interest in attacking these particular impediments on the part of those elements of Congress that were successful in changing the export control law.

New legislation

I should preface my analysis of the new legislation with the observation that we do not consider U.S. security controls to be an important obstacle to East-West trade expansion. I would readily concede that export controls affect trade, particularly its product composition, but I believe that their adverse impact on the level of trade has been exaggerated.

Most of the basic provisions of the Export Control Act of 1949 are continued essentially in the Export Administration Act which replaced it. These include the declaration of policy to use export controls to the extent necessary to (a) protect the domestic economy from the excessive drain of scarce materials and to reduce the *serious* inflationary impact of abnormal foreign demand, (b) further *significantly* the foreign policy of the United States and fulfill its international responsibilities, and (c) exercise the necessary vigilance over exports from the standpoint of their significance to the national security of the United States. To effectuate these policies, the new Act continues the President's authority to prohibit or curtail U.S. exports, except under such rules and regulations as he shall prescribe.

A policy declaration has been added that trade with *all* countries with which we have diplomatic or trading relations should be encouraged, except as determined by the President to be contrary to the national interest. There are also two new findings that call attention to some adverse effects of restrictions on exports.

On the side of control, a specific declaration states it to be the policy "to restrict the export of goods and technology which would make a significant contribution to the military potential of any other nation or nations which would prove detrimental to the national security of the United States." While this enunciates a policy that in essence was the guiding policy under the Export Control Act, it differs in that the contribution to the "economic potential of other nations" is no longer to be a concern. In practical terms this is likely to mean little substantive change, since in the past there have been relatively few occasions when the nature of the transaction—e.g. its size or the absence of foreign availability—would involve economic potential. As with the other revisions noted above, however, this declaration indicates a Congressional intent to narrow the scope of controls.

Authority section revised

The most substantive change appears in the authority section of the new Act. This section provides that export licenses may be denied in the interests of national security, but, in the words of the statute, "whenever export licenses are required on the ground that considerations of national security override considerations of foreign availability, the reasons for so doing shall be reported to Congress. . . ."

In effect, this language calls for exports to be permitted when comparable commodities or data are available abroad, unless there are overriding national security reasons for not doing so. Foreign availability was, to be sure, taken into account in administering export controls under the Export Control Act. Quite new, however, is the specific reference to it in the new Act and thus the new emphasis on it.

A related and new provision of the Export Administration Act calls for the Secretary of Commerce to review any list of commodities and technical data heretofore prohibited or curtailed, with a view to making promptly such decontrol revisions as may be necessary or desirable.

Reporting to public

Several new provisions deal with the administrative aspect of controls. One emphasizes that the Department of Commerce shall keep American business fully apprised of changes in export control policy and procedures instituted in conformity with the new Act with a view to encouraging the widest possible trade. Another tells us to design reporting requirements so as to reduce the cost of reporting, recordkeeping and export documentation to the extent feasible, consistent with effective enforcement and compilation of useful trade statistics. These reporting, recordkeeping, and export documentation requirements are to be reviewed periodically, and revised in the light of developments in the field of information technology. An entire new section has been added to the Act calling for us to keep exporters informed as to the processing status of their applications. Although most of these provisions deal with administrative programs and practices already in effect, their specific appearance in the statute lends them emphasis.

I have recently sought specifically to elicit views from U.S. businessmen on East-West trade and on our control practices. It is my hope that businessmen will continue to feel completely free to bring to me and my colleagues their views and advice on matters that affect East-West trade.

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Michigan trade mission reports on visit to USSR, Eastern Europe

Group makes contacts in Moscow, Warsaw, Budapest, Bucharest; more than half of group has already made follow-up visits

More than half of the members of a Michigan trade mission that went on a "first contact" visit to the USSR and Eastern Europe last fall have already returned there for follow-up consultations.

Their return trips reflect the optimism most of the participants feel about business relationships with this relatively unfamiliar European area, according to Mission Coordinator Robert H. Letzing. Letzing is the Trade Development Officer for Michigan's Department of Commerce, which sponsored the mission.

The businessmen acknowledge that penetrating these markets is not easy, that methods of doing business differ from country to country, that time and perseverance are necessary. What to one firm is a prospective market, for another has no potential at this time. But everyone learned something valuable for the company he represented, and much of it was favorable.

"Members estimate that total sales resulting from the mission might range from $1 million to $3.5 million in the next couple of years," says Letzing.

The October mission to Moscow, Warsaw, Budapest, and Bucharest was the third to be organized by the State of Michigan under the industry-organized Government-approved trade missions program of the U.S. Department of Commerce.

Seven businessmen from six Michigan firms and two officials from the State organization comprised the group. Its primary purpose was to analyze markets and develop first contacts. Product categories represented included data processing equipment, internal combustion/diesel engines, mechanical seals, laboratory testing instrumentation, road machinery, and concrete blockmaking equipment.

In the Soviet Union, the mission members, through the USSR Chamber of Commerce, met with officials in the Ministry of Foreign Trade, the State Committee of Science and Technology, and various foreign trade companies. In Poland, Hungary, and Romania, the participants were given the opportunity to visit plants and to hold discussions with end users.

Officials in all four countries clearly indicated a desire to improve trade relations with the United States, citing the low volume of such bilateral trade, the mission coordinator reported. The chambers of commerce, in particular, expressed a desire to help U.S. firms in the preparation of their visits.

USSR

The Committee of Science and Technology—visited by the mission in Moscow—serves as a liaison between Soviet ministries, institutes and foreign trade companies negotiating with foreign firms and assists in obtaining partners and commercial agreements, Letzing explained. It also arranges exchange visits of business/technical delegations, and expressed the opinion that not enough programs of this type exist between the United States and the USSR—whereas more than 120 Soviet delegations visited the United Kingdom in 1969.

In Moscow, the U.S. businessmen also visited the USSR Exhibition of Economic Achievement—numerous industry pavilions on a 500-acre site. Responses to the exhibitions were mixed: the construction and metalworking machinery pavilions provided valuable insight in these areas of Soviet production; however, the data processing equipment and scientific instrumentation displays were outdated and incomplete.

One mission member, interested in determining the value of advertising in the Soviet Union, reported: "Trade journal advertising is not at all as developed as in the United States. Exhibiting at international fairs, salons, and in private showings is apparently the best and only means of reaching the end user. This will fill in missing areas of market research. Direct mail campaigns are virtually an impossibility, as there is no way of getting a worthwhile mailing list, much less having the USSR Chamber of Commerce make large or frequent mailings."

Mission members concluded, said Letzing, that "despite the existing barriers to normal trade growth, the USSR market holds high potential for imports of technical equipment. It is realized that larger U.S. corporations with manufacturing facilities in Western Europe have an advantage in terms of unit cost competition with West European firms as opposed to U.S. firms which do not maintain European subsidiaries. However, the members felt that if U.S. firms of high technical caliber were to pursue the market persistently with substantial follow-up through additional business trips and exhibitions, the return would justify the high sales cost initially involved."

Highlights of the mission's findings in the other countries on the itinerary follow.

POLAND

Poland, the mission observed, has different approaches to developing its industry and trade relationships with the West.

The Poles, realizing that their most-favored nation status has given them the position of leading East European trade partner with the United States, feel that trade could be substantially increased were it not for U.S. credit limitations. Lacking long-term credit financing from the United States, Poland was thus increasing its trade more with West Europe and obtaining credit terms ranging from three to ten years at acceptable interest rates.

Poland considers as its highest priority in trade with the United States the acquiring of technical know-how through licenses from U.S. firms. This would take cooperation in the form of an exchange of technology, goods, and services, with subcontracting as the principal form of repayment. Poland is interested in manufacturing components for final assembly in the West with marketing allowed to third, including other Eastern bloc, countries.

HUNGARY

Upon arrival in Budapest, the mission was briefed by U.S. Embassy personnel on the economic reforms which have taken place there since January 1968—reforms that have introduced some market factors into what had been a planned production economy.

Foreign trade with Hungary was liberalized by removing the monopoly that the foreign trading companies possessed and by permitting domestic companies access to the international market. To do this the foreign trading companies were placed on a commission or trading shares profit basis, additional companies were granted independent import/export rights, and foreign trade goals for individual companies were abolished. The reform was designed to encourage exports and introduce aspects of competition by facilitating imports. The goal is to increase productivity, improve Hungary's ability to compete in the international market, and raise growth rates.

Prospects of directly exporting U.S.

IN MOSCOW, mission members met with USSR State Committee on Science and Technology. Participating in discussion, fourth from left, is coordinator Robert H. Letzing of the Michigan Department of Commerce.

products into Hungary, however, still are somewhat remote, the mission said, for in addition to the problems of high tariffs due to the lack of a most-favored-nation trade agreement between Hungary and the United States and the absence of available long-term credit financing, the Hungarian importer is required by his government to deposit for a two-year period an amount equal to the cost of the U.S. products imported.

Cooperative agreements

Hungarian officials—as well as Polish and Romanian—stressed "technical cooperative agreements," which incorporate obtaining the know-how to manufacture U.S. products under a licensing arrangement, either for component manufacture with final assembly in the West and/or marketing agreements for the entire Eastern bloc area with allowance for third markets.

In Hungary one mission member visited a pre-fab building construction factory. These "house factories" prefabricate large concrete panels to be later assembled at the job site. In some of these factories complete rooms, including all wiring, plumbing and fixtures are assembled. The investment per "house factory" is quite high and a considerable labor force is required, he observed.

U.S. manufacturers of modern equipment for the production of large concrete panels should be able to market their goods in this part of the world even though they face stiff competition from local manufacturers and West European firms. Although U.S. firms would face difficulties due to the restrictions on long-term credit financing, if they are willing to enter into partial payment plus a barter or compensation transaction, the chances for business are reasonably good, mission members reported.

ROMANIA

In Bucharest, the Romanian Chamber of Commerce pointed out that much work is needed to improve the marketing ability of foreign trade organizations in exporting their country's products throughout the world and in raising the volume of trade between the United States and Romania.

The Government changed the foreign trade organization structure in December 1969 into agencies called "industrial centrals." These "Centrals des Industries" will have the responsibility of entire branches of industry and will be empowered to conduct foreign trade and maintain foreign trade representatives overseas. Foreign countries will be permitted to hire nationals to sell their products for them in Romania.

These are all elements of a program which a few years ago began to allow Western firms to enter into joint-venture agreements—for example, the Corning Glass plant and the Hilton and Intercontinental hotels.

Some mission members visited the 1969 Romanian National Exhibition in Bucharest, others, a chemical pump factory and a diesel engine factory.

Special value for area

Observations of one member as to the value of the trade mission program and, in particular, participation on a mission to this market area, are as follows:

"The political ideologies that have separated the United States and Eastern Europe are reflected in the apparent reluctance of the normally trade oriented American entrepreneurs to explore the present and potential opportunities inherent in this significant market.

"The trade mission concept is significant because it is a wholesome and positive substitute for suspicion, fear, distrust, or gunboat diplomacy. It represents a backfence, grass-roots approach that stimulates understanding while it dissolves the antagonisms of diverse ethnic backgrounds and contrary economic philosophies.

"The Eastern European countries from the Western point of view may properly be classified as areas in transition; and in emerging from the doldrums of what fundamentally for centuries was an agrarian society, an urban surge with a trend for mechanization is developing. The tremendous needs for housing, transportation, communication, and general revitalization eventually will be fulfilled, and in these broad classifications the opportunities for trade by qualified suppliers is significant. The satisfying of such needs will be monetarily rewarding as well as culturally and politically influential. The United States should seek a share of this market, this opportunity.

"The interested and involved U.S. businessman should not be deluded that economic rose petals will be strewn along his sales path, but rather that basic bargaining combined with intelligent hard work is the norm, and that the rudiments for selling in Eastern Europe, as anywhere else, are time, patience, and perseverance. The standard objections involved with bureaucracy, barter, competition, convertible currency, license agreements, or extended credit terms are interpreted by this observer as dialectical rather than truly valid; and when convincing reasons have been presented for the choosing of U.S. products, the traditional handicaps can be favorably and promptly resolved.

"The mechanics usually required for sales anywhere are obviously more mandatory in Eastern Europe, and such efforts ideally should be supplemented by repeat visits, a host-guest exchange program, and the realization that a two to five year time projection is involved."

Richard E. Whitmer, Director, Michigan Department of Commerce, served as leader of the mission.

The industry representatives were: George A. Jackoboice, President, Monarch Road Machinery Co., Grand Rapids; Alexander Valchuk, Manager, International Marketing, Durametallic Corp., Kalamazoo; Howard J. Schmitt, Executive Vice-President, Laboratory Equipment Corp., St. Joseph; Richard M. Allen, Assistant Director, Continental Motors Corp., Detroit; Louis Arias, Manager, Besser Overseas Corp., Alpena; Henry J. Pacini, Manager, Burroughs Corp., Detroit.

Also included was Klaus Dierks, European Representative, Burroughs Corp., Freiburg, Switzerland.

XUM

French firm, former official restricted from U.S. exports

Used U.S. items to make seismic equipment for Communist China

Orders have been issued against a large French company that manufactures scientific equipment, and its former sales manager, restricting their participation in U.S. export transactions.

The company is Sercel S.A. (Societe D'Etudes Recherches et Constructions Electroniques) of Montrouge (near Paris) and Carquefou (near Nantes) and the individual is Robert Paule of Courbevoie (near Paris). The orders denying export privileges were issued because of violations by these parties of U.S. export control regulations in 1965-67.

According to the Commerce Department's Bureau of International Commerce (BIC), Sercel obtained U.S.-origin strategic electronic equipment in 1965 and 1966 and used it in the manufacture of seismic exploration equipment which it exported to Communist China contrary to U.S. law. In the course of an investigation concerning the ultimate destination of the U.S. equipment, Sercel and Paule gave false information to BIC concerning the disposition of the American equipment.

Violations were admitted

The parties admitted the violations and consented to the issuance of the orders. Under the terms of the orders the parties are restricted for a period of one year from participating in transactions involving commodities or technical data exported from the United States.

Paule is prohibited from participating in all U.S. export transactions and Sercel is prohibited from participating in such transactions where the exportation requires a validated export license. Following the denial period of one year the parties will be on probation for an additional two years.

While these restrictions are in effect, no party, without authorization from the Department of Commerce, may participate with Paule in a transaction involving any U.S. origin commodities or technical data, or with Sercel in a transaction which requires a United States validated export license.

Mainland China reports available

U.S. businessmen now can have easy access to current translations from China Mainland newspapers and non-technical periodicals on a regular basis. Issued by the American Consulate General in Hong Kong, this material for many years has been one of the principal sources for academic research of the Chinese Mainland. It covers the central government, the political parties and public bodies, economics, education, culture and health, and foreign policy.

The Commerce Dept.'s Clearinghouse for Federal Scientific and Technical Information is making the translations from the China Mainland Press available as a subscription package, including:

Survey of China Mainland press.—A daily (five days a week) selection from newspapers, approximately 200 pages, issued weekly.

Selections from China Mainland magazines.—Selected articles from non-technical periodicals, approximately 300 pages, issued monthly.

Current background.—Compilation of articles of varying length concerning a particular subject or topic, approximately 75 pages, issued irregularly.

Quarterly index.—A subject index of all material issued during the quarter, approximately 75 pages.

Annual subscription rate for the service is $130 domestic; $165 foreign mailing. **Write:** Clearinghouse (152.12), U.S. Dept. of Commerce, Springfield, Va. 22151.

Third-quarter '69 exports to E. Europe show little change

U.S. exports to Eastern Europe during the third quarter of 1969 amounted to $62.5 million, the U.S. Department of Commerce says in its 90th Quarterly Report on Export Control, now available. The total compared with exports of $63.3 million in the second quarter of 1969 and $50 million in the third quarter of 1968, and did not appear to indicate any significant change in trade volume.

For the fourth quarter of 1969, license applications for $61.5 million worth of commodities were approved for export to Eastern Europe. This compared with $44.6 million approved in the third quarter of 1969, and $42.4 million in the fourth quarter of 1968. Figures on actual exports lag one quarter behind those for licensing.

Of third quarter exports, the USSR received $29.4 million; Romania, $11.3 million; Poland, $9.2 million; and East Germany, $5.9 million.

Principal exports to the USSR included $9.6 million worth of machinery and office equipment; $5.3 million, miscellaneous chemicals; $3.5 million, iron and steel sheets and plates; $2.9 million, chemical wood pulp; and $2.8 million, undressed cattle hides. Exports to Romania included $4 million of machinery and office equipment; $3.5 million of iron and steel sheets and plates; $1.1 million of coal and coke.

U.S. imports from Eastern Europe in the third quarter totaled $48.9 million, compared with $55.7 million in the previous quarter and $47 million in the third quarter of 1968. Principal items were canned hams and shoulders worth $10.1 million and other pork valued at $3 million, all from Poland. Imports from the USSR included diamonds, palladium and chrome ore, titanium, nickel and nickel alloys and platinum valued at $7.8 million and $1.6 million worth of undressed sable, persian lamb and caracul.

Among the principal commodities licensed for exports in the fourth quarter of 1969 were agricultural products ($16.3 million, with $13.9 million to East Germany); chemicals ($11.2 million, mostly to East Germany, Romania and the USSR); primary metals and minerals ($9.9 million, with $2.7 million to East Germany); computers and peripherals ($7.4 million, primarily to Czechoslovakia, East Germany, Hungary and the USSR); scientific and electronic equipment and parts, $2.3 million; other equipment and parts, $7.9 million.

License applications rejected in the final quarter totaled $1 million, largely in chemicals, metals and minerals, scientific and electronic equipment, and computers.

The 90th Quarterly Report on Export Control is for sale at 40 cents a copy by the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or from any of the 42 U.S. Department of Commerce Field Offices.

Stans will ask industry leaders to assist in all-out U.S. drive on non-tariff barriers abroad

Assistant Secretary Davis tells aerospace group that business and government must join in seeking fair treatment for exports

Secretary of Commerce Stans will soon call leaders of key American industry and trade associations to Washington to map an all-out drive on unfair restrictions against U.S. business activities by some industrial nations, Assistant Secretary of Commerce Kenneth N. Davis, Jr., has disclosed.

Speaking before the Aerospace Industries Association International Committee in San Diego, Davis said: "The world has suddenly become a global marketplace, and competition between the industrial nations is becoming intense, both in home markets and in other countries. How effectively U.S. business, labor, and government work together to obtain fair treatment from other nations will be of crucial importance to our companies' businesses and our workers' jobs in the years ahead."

"The United States is the largest market, and by far the most open one, in the world," he said. "And yet, we are hearing growing complaints of discriminatory and unfair practices being imposed by foreign countries on U.S. companies at the very time these same countries are stepping up their own sales to us.

"Whereas formerly such practices resulted in limited damage to U.S. business and labor, the full sweep of our industry is now beginning to feel the impact. Diverse products ranging from consumer items like radio and TV sets, clothing and apparel, and shoes, all the way to such heavy industrial products as steel, electrical generators, and commercial aircraft have all been adversely affected in one way or another."

Terms not definitive

Davis said that this is no longer a matter of "free trade" versus "protectionism". He noted that the U.S. has demonstrated its commitment to freer trade for many years by its actions.

"The Nixon Administration is completely sincere in its desire to continue the expansionist U.S. trade policy which has meant so much to the economic advancement of all of the free world," he said. He observed that the Administration's proposed Trade Act of 1969 speaks for itself as "freer trade" legislation.

"We believe that the time has come when business groups which were formerly stereotyped as 'free trade' or 'protectionist' can now find common cause in seeking U.S. Government policies to assist America's foreign trade," Davis said.

"Business assistance is needed to help Commerce and other agencies identify unfair foreign practices and press for their elimination in the appropriate international forums."

Aircraft actions

Davis described several trade practices being used by some countries which are of growing concern to the aircraft industry. The first discriminatory practice noted was that of direct export subsidies to foreign aircraft companies arranged by their governments so as to provide a competitive edge against U.S. companies in the burgeoning world commercial aircraft business. Second, he noted that some countries are attempting to induce U.S. aircraft manufacturers to transfer production and jobs to their countries by suggesting that potential government business would otherwise be withheld.

Advanced technology

Davis noted that the aircraft industry is one of the United States' most advanced technology industries and biggest exporters. It is often cited by other industrial nations as an area that the U.S. should concentrate on rather than on the more traditional basic industries such as textiles and steel. "As technology continues its development everywhere in the world, we should recognize that all of our industries, no matter how advanced, will be of increasingly great competitive interest to other nations," he said.

Davis said that there would be several principal objectives in bringing together the various U.S. industry and trade groups. First, to determine current thinking and plans of each group. Second, to identify areas of agreement on U.S. trade development programs, such as export credit and promotion plans and export tax policies. Third, improve the flow of information on unfair foreign practices from U.S. business to our government. And fourth, to explore the possibility of a planned series of missions of U.S. business leaders to other nations in the interest of fairer trade relations. As an example, Davis praised the mission of the Emergency Committee for American Trade which is currently in Japan under the leadership of Donald Kendall, Chairman of Pepsico.

Some participants

Although the full list of organizations which will be invited to Secretary Stans' meeting has not yet been determined, Davis said that it would include such national organizations as the United States Chamber of Commerce, the National Association of Manufacturers, the National Industrial Conference Board, the National Foreign Trade Council, and ECAT.

Typical of the special industry organizations which would be asked to participate would be the Aerospace Industries Association, the Electronic Industries Association, the Manufacturing Chemists Association, the American Textile Manufacturers Institute, and the American Iron and Steel Institute, he said.

Research institute schedules series on world business

A series of reports on economic problems and on present conditions in various world areas is being planned for this spring by the International Study and Research Institute, Inc., of New York.

Briefings during the next few weeks, by business leaders and specialists in international operations, have been scheduled as follows:

Mar. 24, The Philippine Economy in Transition, Tristan E. Beplat, Manufacturers Hanover Trust; Apr. 9, Planning Latin American Operations, Felix D. Uno, Celanese Corp.; Apr. 23, Political Problems of Foreign Investors in Latin America, David Bronheim, Center for Inter-American Relations; and May 5, A New Look at East-West Trade, Joseph F. Condon, Parsons & Whittemore, Inc.

Other briefings—on recent developments in Chile, the United Kingdom, and Australia, and on capital markets in Europe—also are being scheduled.

XUM

ATTENDING RECENT 'E' AWARD CEREMONIES for DuKane were: Emile F. DuPont, a DuKane board member; Admiral Arleigh Burke, chairman of the board; Representative Charlotte Reid of Illinois; J. McWilliams Stone, Jr., president of DuKane Corp. and Under Secretary of Commerce Rocco C. Siciliano.

Illinois, Indiana companies win Presidential exporting citations

DuKane and Gerson established distributorships, used foreign language advertising and travel to promote sales

Two Midwest corporations were recently awarded the Presidential 'E' for excellence in exporting: the DuKane Corp., St. Paul, Ill., for exports of its electronic audio and visual devices, and Gerson International Corp., Fort Wayne, Ind., a combination export manager and foreign trade consultant currently representing six manufacturers.

The DuKane Corp. substantially increased its export sales through a trade development program which included establishing a worldwide network of distributors, comprehensive market research, and foreign language advertising and technical brochures.

The firm has a line of products that includes sound filmstrips projectors, language laboratories, and communications systems incorporating sound equipment, private telephones, intercoms, paging and background music, and time signal and alarm equipment. Language laboratories, in particular, have found a ready market overseas and over 50% of DuKane's 1968 production was shipped abroad. Most of the company's products are easily adapted to foreign applications. They are either capable of being operated on more than one type of power supply or are easily modified.

The full range of DuKane products is exported to over 80 countries, and most are sold through a worldwide network of more than 120 local, independently-owned distributor organizations in over 40 countries. Many other sales are secured through direct negotiation with foreign customers in situations where qualified distributors are unavailable.

Some products are manufactured by licensees in England, Sweden, and Australia. Licenses are negotiated only in countries where DuKane would otherwise be unable to export directly.

Prior to a decade ago, more than 90% of DuKane's production was devoted to government contract business. However, in the interim the company has developed commercial business until today it represents nearly 100% of the output. The shift from government to commercial business was accelerated by directing marketing efforts overseas.

Locating and qualifying distributor/representatives with sufficiently developed organizations is one of DuKane's major obstacles. Export personnel travel extensively to search out distribution outlets. Resident international regional managers spend about half their time traveling and are primarily responsible for locating and selecting distributors and providing them with continuing support and supervision. To qualify for a DuKane franchise, a distributor/representative must be able to provide customers with a full range of engineering, sales, installation, preventive maintenance, and repair services.

A multiplicity of credit terms are available to foreign customers, depending upon the requirements and circumstances of the sale.

Many foreign tariff schedules and regulations governing the importation of products of the type that DuKane supplies are frequently ambiguous; for example, tariff schedules in many countries do not include a category for "language laboratories." This may result in misapplications of duty rates and regulations; however, distributors have often been able to obtain reclassification and substantial reductions, or complete elimination of some duties and taxes.

Because of its distance from foreign markets, DuKane has made an effort to maintain a close relationship with distributors. Distributor sales and technical personnel are encouraged to visit corporate headquarters and manufacturing facilities for the purpose of participating in week long factory training programs designed to improve their product knowledge and service skills. Monthly newsletters provide overseas personnel with a continuous flow of new ideas, product information, distributor news stories, and sales training articles.

The absence of foreign marketing data covering products manufactured by DuKane has prompted the company to conduct research of its own. The company employs a market analyst and the management and export sales staff of each division perform market research. In 1966, DuKane employed an international sales executive on a consulting basis to survey potential markets in ten European countries. The recommendations resulting from this survey were instrumental in the company's international marketing program. The Communications System Division has employed a pedagogical consultant for the Far East and Southeast Asian markets. This Manila-based consultant has completed assignments in Australia and Malaysia.

DuKane has all but eliminated the foreign language problem by establishing a team of translators. All members of the international sales staff are multi- or bilingual. A carefully-planned program of advertising, sales promotion, and public relations is directed to foreign markets. DuKane products are advertised in many foreign and American trade publications with worldwide circulations. Distributors

CONGRATULATING GERSON'S PRESIDENT during the 'E' award presentation is Senator Charles Percy of Illinois. Standing behind the flag are: Erich M. Selzer, executive vice president of Gerson; Senator Birch E. Bayh of Indiana; Joe R. Gerson, firm president; Rocco C. Siciliano, Under Secretary of Commerce; and Representative E. Ross Adair. The event occurred in the Under Secretary's Washington office.

frequently locally translate various advertisements and items of sales promotion used in specialized programs.

An example of penetrating a difficult market with a new product concept which established the groundwork for continued expansion in the health care facilities field, can be found in the Philippines. DuKane's Manila-based distributor recently sold and installed a completely integrated sound and communications system incorporating paging facilities, doctors' in-out 'registor' and complete patient-staff communications facilities.

The equipment was installed in the Government Service Insurance System Hospital in Manila, the largest health care institution of its kind in that country. It represents the first time that a complete "system" was imported.

Gerson International Corp. (GIC) commenced operations in November 1964 as a combination export manager and foreign trade consultant—without product lines—without overseas representatives nor distributors — without financing — without proper office facilities . . . but with two export executives, a secretary, a bridge table and a $25.00 typewriter.

GIC's staff now numbers 12 and the company represents six manufacturers. Its network of representatives and distributors is global; its office is fully equipped; it is backed with extensive credit lines from two banks; and in a few markets some of their product lines have risen to number one position.

The international experience of GIC personnel ranges from a minimum of seven up to twenty-four years. A good deal of this experience and training was with other export companies, and the staff includes three bi-lingual women.

Merchandising, promotion and advertising, basically operating in English, Spanish and Arabic are major parts of GIC's strategy. Space advertising is generally in *Automobile International* and *Automotive World*, leading export automotive trade journals.

Gerson extends credit terms to foreign buyers by financing them and also extending long credit terms to customers and markets. The manufacturers who work with GIC agree to give export priority attention and delivery over domestic orders.

Factory principals, where necessary, adjust to packaging and boxing requirements. Factory visitations include escorting foreign representatives and distributors for technical training and manufacturing education. Personal visits from overseas to the GIC home office are encouraged. After arrival, Gerson generally arranges trips to manufacturing principals.

Overseas travel is continuous; each market receives regular visits. Problems and claims are settled on the spot.

Catalogs and sales material, as well as the actual products, have been designed and often tailored to comply with international needs. Local promotional efforts are in the native language and fitted to the market.

Gerson maintains an extensive list of automotive parts distributors and representatives for direct mail efforts. This combination of direct mail, international advertising, active local representation and regular visits by export managers has formed the marketing program responsible for Gerson's success in exporting.

TESTING A NEWLY INSTALLED LANGUAGE LABORATORY manufactured by DuKane is a faculty member of St. Aloysius College in Australia. Language labs are just one of the company's electronic devices.

XUM

U.S. will stage equipment exhibition at International Forum for Air Cargo

Frankfurt-Main Airport, second largest European facility, chosen as site for Forum; market expanding for air cargo service items

U.S. manufacturers in the rapidly expanding market for air cargo equipment will have an opportunity to reach an international audience of prospective buyers when the U.S. Department of Commerce stages a commercial exhibition of air cargo equipment at the Fifth International Forum for Air Cargo in Frankfurt, Sept. 15-18.

On an invitation from the Forum's officials, the Department's Bureau of International Commerce will mount the exhibition for U.S. firms at the Frankfurt-Main Airport, site of the Forum, through the facilities of the Department's U.S. Trade Center in Frankfurt.

The biennial forum, concerned with problems affecting the growth of air cargo, is sponsored by the American Institute of Aeronautics and Astronautics, American Society of Mechanical Engineers, the Organization of German Engineers and Society of Automotive Engineers.

Air freight operations constitute the most dynamic segment of Germany's civil aviation market. The volume of air freight handled at Germany's 10 international airports is expected to grow at an annual rate of 25 to 30% in the 1970's, creating wide need for expanded cargo handling facilities.

Frankfurt-Main Airport handles the second largest volume of passenger and air cargo traffic in Europe, atfer London's Heathrow Airport. In 1968, more than 7 million passengers and 229,896 metric tons of cargo passed through the Frankfurt Airport.

A $75 million terminal designed to accommodate jumbo jets and supersonic aircraft is under construction in Frankfurt. It is scheduled for completion in 1971 and will be capable of handling 2 million tons of cargo annually.

The Frankfurt terminal is one of several German airport expansion and modernization projects that are expected to cost $335 million by 1972.

More than $20 million will go toward rebuilding and enlarging Duesseldorf airport. Bremen airport has begun a $28 million expansion program.

A wide variety of air cargo equipment is salable in Germany. Market research by the Bureau of International Commerce shows that the following products have especially good sales potential:

Aircraft loading equipment—containers, conveyor systems, platform trucks, pallets, and special transport vehicles.

Communications and control systems for air cargo—telecommunications, closed circuit television, electronic data processing systems, cargo inventory systems, special recording machines and document processing equipment.

Cargo packing equipment—pneumatic tools, electric hand tools, strapping and marking equipment, packing containers, weight/volume measuring equipment, weight bridges, mechanical storage systems, buildup/breakdown equipment and baggage handling equipment.

Cargo security equipment and systems.

The Commerce exhibition in conjunction with the Air Cargo Forum will be the first devoted specifically to air cargo equipment. However, previous Commerce Department participation in commercial air shows, as well as U.S. Trade Center exhibits of aerospace industry products, reveal exceptional overseas demands for U.S. equipment.

Exhibitors in the U.S. Pavilion at the 1969 Paris Air Show predicted follow-up sales of $26.9 million within 12 months.

A December 1968 aviation electronics equipment show in the U.S. Trade Center in London produced sales of more than $1.2 million in one year.

The Frankfurt-Main Airport exhibition will be Commerce's second aimed at the German aviation market this year. The Department will stage a display of aircraft engines and a variety of navigation, communications and aircraft and airport support systems at the Hanover Air Show Apr. 24-30.

U.S. firms interested in participating in the Frankfurt exhibition may obtain an Exhibitors Export Market Guide, IMIS 70-10, and information from the U.S. Department of Commerce (BIC-938), Washington, D.C. 20230 (202-967-2425) or from any Commerce Field Office.

Additional buildings needed to accommodate registrants for Munich food exhibition

Several temporary exhibition halls are being planned for IKOFA '70, the Fine Foods and Groceries Trade Fair in Munich, to accommodate the overflow registration for this biennial event.

Planned Sept. 19-27 at the Munich Fair Grounds, IKOFA '70's early registration requests reflect growing interest in the industry fair, according to the fair's U.S. representatives. To date, firms from 39 nations, including 32 official or governmental collective presentations have contracted space. In addition to Eastern European nations, several EFTA countries, African, Asian and U.S. concerns have registered for the fair.

Additional details are available from the fair's U.S. representative, Gerald G. Kallman Associates, 30 Journal Square, Jersey City, N.J. 07306.

Galvanizers to meet at Duesseldorf Hilton

Competitions awarding $5,000 in prizes will highlight the 9th International Galvanizing Conference scheduled in Duesseldorf, Germany June 7-12 at the Duesseldorf Hilton.

The conference will be a major event in a year-long program called INTERGALVA 70, designed to promote and report the latest developments in the technology and practices of hot dip galvanizing. Zinc and galvanizing associations in many nations have been cooperating on this venture. Over 500 delegates from more than 25 countries are expected to attend.

The three competitions for prize money are on the following subjects: "Outstanding New Applications of Galvanized Sheet and Strip Steel"; "Outstanding New Applications of Galvanized Steel Other Than Sheet and Strip"; and "Developments in Technology and Research". The closing date for entering is May 1. The conference will also include opportunities to visit 31 plants and research institutes.

Application forms and further details are available from: the Zinc Institute, Inc., 292 Madison Ave., New York, N.Y. 10017, or the American Hot Dip Galvanizers Association, Inc., 1000 Vermont Ave., NW., Washington, D.C. 20005.

EXHIBITION BRIEFS *WORLDWIDE*

INTERNATIONAL AUTOMOBILE SHOW. Turin, Italy. Oct. 29-Nov. 9. Sixteen countries including the U.S. were represented by 769 exhibitors at the 51st annual staging of the show. Major categories of the 513 different types of products displayed were spare parts and accessories, garage and repair equipment, cars, and tires and wheels. Almost 50 U.S. firms participated. U.S. goods valued as having a high potential in the Italian market are those not yet familiar in that country. Approximately 10% of the 500,000 visitors to the event were estimated as automotive and industrial buyers. Next show, Oct. 28-Nov. 8, 1970.

FIFTEENTH EXHIBITION OF LABORATORY EQUIPMENT. Paris. Dec. 8-13, 1969. A total of 93 U.S. companies were represented among the 752 exhibitors in the biennial event from at least 18 nations. All types of medical, scientific and industrial laboratory equipment and accessories were shown, including automatic, electrical and electronic devices. This exhibition is staged at the same time and location as a physics exhibition. The laboratory equipment show is considered commercial while the physics event is educational. Next show, December 1971.

MINING MACHINERY EXHIBITION & SEMINAR. Calcutta. Jan. 10-26. The Government of India's Offices of the Coal Controller and the Coal Board sponsored an exhibition of mining machinery spare parts and components imported to India and mining machinery made by local manufacturers. A seminar on the design and manufacture of mining machinery and spare parts was organized to coincide with the show. At least a dozen U.S. firms were represented at the exhibition. Dates are not available for the next show.

INTERNATIONAL FURNITURE FAIR. Cologne. Jan. 20-25. More than 76,850 buyers, dealers and importers from 69 nations attended this event which included exhibits by 1,218 companies from 28 countries. The fair spread to all 14 buildings of the Cologne showgrounds. Prices showed a slight rise over the 1969 event and furniture trends at the show included articles with mobility for multiple uses. Eight American firms had displays of bedroom, living, dining and study room furniture, some in Colonial styling. A conference on planning was staged with the show. Next show, 1971.

Fall exhibition in Paris will showcase newest U.S. industrial assembly equipment

Thirty product categories identified by research as potentially profitable to American suppliers of France's $150 million market for these goods

The U.S. Department of Commerce will showcase the latest in American industrial assembly equipment and supplies for a $150 million dollar audience at the new U.S. Trade Center in Paris, Oct. 19-23.

A market study conducted for the Department's Bureau of International Commerce shows that by 1971 French demand for these products is expected to climb nearly 28% above the $117.5 million level of 1968.

Looking farther ahead, the survey indicates that France's next 5-year development plan, to be launched in 1971, will heavily emphasize modernization and expansion of the nation's industry.

Sophisticated technology will be the passport to this flourishing market, the survey stresses. Technical know-how has enabled U.S. makers of industrial assembly equipment to garner a sizable share of the current French import market. In certain fields, such as assembly and fastening devices and supplies, highly innovative U.S. products enjoy a virtual monopoly in a number of basic applications.

Future sales efforts may prove especially rewarding in some 30 product categories identified by the market study as good long-term targets. Selected "most salable products," with latest available estimates of market size for product groups, are listed below.

► Adhesives, sealants and tapes (adhesive tape market, $20 million; growth rate, 5% to 8% annually. Liquid and dry adhesives, $32.5 million; 12%). The adhesive tape market is highly competitive at all levels. Resin-based adhesives appear to have a much stronger growth potential than elastomers. Epoxies have made considerable progress and should continue to do so. French firms dominate the applicator and dispenser field, but new materials invite sophisticated U.S. application methods.

► Assembly machines (market, $23.5 million; growth rate, up to 12% over next few years). French national production is largely limited to machine tool subsidiaries of auto manufacturers. Two U.S. firms control 80% of the industrial stapling and wire-stitching market. Among the "most salable" items are assembly machines for fasteners and components, automatic production systems, riveters, and torque tension testers.

► Mechanical fasteners (market, $13.5 million; growth rate, about 11% annually over next few years). This field is dominated by U.S. firms whose products were originally developed for the aerospace and aircraft programs and there is little domestic competition. Outlook bright for U.S. firms offering improved or advanced products.

► Portable power and hand tools (market, $12.5 million; growth rate, about 9% annually in next 2 years). A highly competitive market, with the French holding a substantial share of the field. But where reliability, performance and durability are decisive factors, U.S. tools can be considered competitive with the French if the price is no more than 25% higher.

► Welding equipment (no market figure available; growth rate, 15% to 20% annually). Although French competition is currently strong, recent advances in U.S. techniques and applications are expected to capture the major share of this market. Special welding processes lead the "most salable" list.

Substantial benefits have accrued to U.S. exhibitors at other similar Commerce-sponsored shows. At the U.S. Trade Center in London, in May 1969, 25 American firms participating in an industrial fastening and adhesives show estimated sales during the ensuing 12 months at $2.2 million. Three of the companies were new to the market.

First year sales totaling $936,000 were shared by 37 firms that displayed equipment and materials for industrial assembly at the Milan Trade Center in June 1968. Ten of these participants were newcomers to the Italian market.

Design and specification engineers and purchasing directors of French industrial firms will be invited to the Paris show. For U.S. companies seeking local representation, there will be a select group of potential agents and distributors. Before the opening, the U.S. Trade Center staff will conduct a full-scale campaign to assure maximum attendance.

Further information about the exhibition and an Exhibitors Export Market Guide, IMIS 70-5, may be obtained from the U.S. Department of Commerce (BIC-948), Washington, D.C. 20230 (202-967-4456), or from any of the Department's 42 field offices.

XUM

Photography show in Milan attracts agency candidates

More than 850 visitors registered for the U.S. Trade Center exhibition in Milan, Photography in Science and Industry, Feb. 10-14. The show featured the products of 25 American companies displayed through 18 participants. Projections for the next year reached $812,000 and book orders were $59,772.

Cinefot International, Inc., a combination export manager, represented eight American firms in their first appearances in the Italian market. The New York representative displayed a variety of their products such as texturizing materials, album pages, timers, carrying cases, color analyzers, projection and sound units, long roll cameras and background papers.

A producer of backdrops and textured materials, Texturefects, Hollywood, Calif., was also entering the Italian market for the first time. The firm reported written orders of $1,400 and projected an additional $15,000 in new orders for the coming year. Four agency agreements were underway as the exhibition ended.

Texturefects was one of six U.S. companies seeking representatives. Although none were signed at the show, negotiations with 11 candidates were in progress at its close.

Other exhibition participants were: Ampex Corp., Elk Grove Village, Ill.; Calumet Photographic, Inc., Elk Grove Village; Cinefot, representing: Coda-Color-Tex, Englewood, N.J.; Dimco-Grey, Dayton; Fiberbilt Division, Ikleheimer Ernst Inc., New York; Holson Binder Co., Norwalk, Conn.; Lectra Laboratories, College Point, N.Y.; Motiva, Ltd., Carle Place, N.Y.; Photo-Control Corp., Minneapolis, and Savage Universal Corp., New York.

Daedalus Enterprises, Inc., Ann Arbor, Mich.; GAF Corp., New York; Houston Photo Products, Inc., Yuma, Ariz.; J. A. Maurer, Inc., Long Island City, N.Y.; Pako Corp., Minneapolis; Polaroid Corp., Cambridge, Mass.; Precision Cine Equipment, Corp., Brooklyn; Quick-Set, Inc., Skokie, Ill.; Simmon Omega, Inc., Woodside, N.Y.; Stouffer Graphic Arts Equipment Co., South Bend; Studio Specialties, Chicago; Technicolor, Inc., Costa Mesa, Calif.; TRW Instruments, El Segundo, Calif.; Berkey Photo, Inc., Burbank.

PHOTOGRAPHIC ENLARGERS by Simmon Omega, above, were displayed at the February Trade Center show in Milan. Below, equipment manufactured by the Polaroid Corp., Massachusetts, is being discussed.

EXAMINING A VIDEO CAMERA in the Ampex booth is a member of the Italian photographic industry, right, and the Milan representative for Ampex. The firm was one of 18 direct participants in the exhibition.

First Commerce show in Canada planned; to feature electronics production devices

American suppliers furnished more than 80% of Canadian import requirements; exhibition scheduled for September in Toronto

The first Commerce-sponsored exhibition on Canadian soil will be mounted this fall and will feature American suppliers of production equipment for the electronics industry. The U.S. is the principal exporter of this equipment to a fast-growing Canadian market.

Scheduled Sept. 28-Oct. 1 in Toronto, the event will offer an opportunity for American manufacturers to develop new business relationships in the Canadian market. The exhibition, which will be staged by the Department's Bureau of International Commerce, will be an all-U.S. show.

Major product categories expected to generate substantial sales at the Toronto exhibit include printed circuit production equipment; welding equipment; encapsulating equipment; soldering equipment, automatic assembly machines and parts-handling equipment; tools and dies; integrated circuit and solid-state device processing equipment; wire-processing equipment; thick and thin film production equipment; and control, test and measuring equipment.

Electronics equipment sales

The electronics industry contributes substantially to Canada's economy. Total sales of all types of electronic equipment in 1969 amounted to about $1 billion, according to Commerce market studies. Sales are expected to reach $3 billion annually by the end of the 1970's as electronic equipment finds new applications in such fields as aerospace, communications, business, education, and home entertainment, especially for color television sets.

Heavy investment in new electronics production equipment and facilities will be required to meet the anticipated level of demand. Last year, U.S. firms maintained their long-standing position as Canada's chief supplier of such equipment by furnishing more than 80% of import requirements.

U.S. prospects for selling many kinds of production machinery in the Canadian market were enhanced Jan. 1, 1968, when the Canadian Government put into effect new Kennedy Round tariff provisions for such products.

Under these provisions, Canada's dual system of duties, which imposed a 22½% tariff on machinery of a class or kind made in Canada and a 7½% duty on machinery of a class or kind not made there, was replaced by a single tariff of 15% with provision for full remission of such levy on machinery ruled to be of a kind not available in Canada.

Market promotion

U.S. firms interested in taking part in the September electronics production equipment show should reserve exhibit space now. Months in advance of the show, market promotion experts will begin contacting buyers, agents and distributors in Canada to assure maximum attendance.

In a continuing effort to help American manufacturers reach foreign buyers, the United States is considering entering for the first time two international biennial events in Canada—the International Electronics Conference and Exposition in Toronto, Oct. 4-6, 1971, with U.S. electronic components, computers and instrumentation; and the National Industrial Production and Machine Tool Show (Production Show '72) in Toronto, May 8-12, 1972, with advanced U.S. machine tools.

American manufacturers of production equipment for the electronics industry have scored in past Commerce-sponsored commercial exhibitions. Forty-seven U.S. firms did $4.8 million in business in a year as a direct result of the U.S. exhibition at ELECTRONICA '68, an international trade fair in Munich, Germany, in November 1968. Fourteen new agents were appointed during the show.

Additional information on the show, as well as the internationals in 1971 and 1972, may be obtained from the U.S. Department of Commerce (BIC-942), Washington, D.C. 20230 (202-967-4653), or from any of the Department's 42 Field Offices.

Bilbao fair set for July; open for U.S. participation

The annual Bilbao International Fair is scheduled July 1-12 and is open for direct participation by non-Spanish manufacturers and their representatives. This year's fair will be the 21st such event.

Major products shown at the July 1969 Fair, in which 2,308 exhibitors from 21 nations took part, include food and food processing machinery, appliances, graphic arts equipment, transportation vehicles, medical supplies, construction machinery, wood and wood products, metal products, machine tools and general industrial machinery.

A total of 33 American companies were represented at the 1969 exhibition.

For additional information on the fair and participation applications, contact the fair organizers, Feria Internacional de Bilbao, Teroio de Begona, 2, P.O. Box 468, Bilbao, Spain.

Supermarket exhibition set for spring in Parma

Parma, Italy will host the Apr. 29-May 3 Supermarket Exhibition, featuring techniques, products and equipment for the modern supermarket.

Displays of foodstuff packed for self-service distribution, industrial food distribution systems, machines and materials for pre-packing, packaging and labeling, and equipment for weighing and checking out of supermarkets will be mounted. Several congresses and meetings are now being organized to coincide with the exhibition. Special exhibits of food advertisements at the point of purchase are scheduled.

Information on attending this Italian show may be obtained from: International Supermarket Exhibition, Parco Ducale, 43100 Parma, Italy.

Ireland will host 1971 World Fishing Exhibition on land, river and dock

Dublin will host the World Fishing Exhibition for the first time Mar. 24-30, 1971. The all-commercial exhibition has been previously held in London.

The Irish Sea Fisheries Board, Irish Tourist Board, and the Dublin Port and Docks Board invited the show which is organized by the British firm, Commercial Exhibitions Ltd.

The main exhibition will be staged in the Royal Dublin Society's fairgrounds. A showing of vessels will be held on the Liffey River, and a fish dock feature and public fish market will be scheduled. In addition to a National Fish Week, an international trawler race will take place.

Additional data on the 1971 event is available from: Commercial Exhibitions Ltd., 28 Essex St., Strand, London, W.C.2, England.

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Australia set for big year

Economic growth prospects are bright; demand for investment capital is at a record high

At the beginning of 1970, states the semi-annual Economic Trends Report from the U.S. Embassy in Canberra, it seems certain that the Australian economy is heading into another year of vigorous activity in all sectors. Consumer spending has been buoyant. Figures for industrial output indicate that the production of most items is running well ahead of the levels of a year ago. A marked increase in building approvals has occurred in recent months. The rapid expansion of minerals production continues. However, the value of rural output in the current season is expected to be down about 4% from the record levels of FY1969 due to smaller wheat and sugar crops and an expected 6% drop in wool production.

Australian exports to the United States will continue to grow. Greatly improved prices for meat, mineral concentrates, and fishery products, and an assured sugar quota will swell the dollar value of exports to the United States. These factors should more than offset any decline in the value of greasy wool sold in the U.S. market.

Exports of mineral concentrates, iron ore and coal to Japan will continue to bound ahead and at least maintain their present annual growth rate in excess of 25%. Despite a smaller wheat crop, Australia will continue to seek aggressively foreign buyers in direct competition with U.S. exporters. Additional sales of wheat to Communist China can be expected.

Firms seek more capital

Despite the current slackening in capital inflow, demand for capital is at an all-time high. Numerous local and foreign firms have indicated their intention to borrow locally or overseas during the coming year to finance expansion or new enterprises. The minerals industry, in particular, is displaying a voracious appetite for money. Spurred by liberal taxation laws and speculative fever, new mining companies are being floated almost daily, diverting some money from savings accounts and from consumer purchases. Surprisingly, the Government has only modestly increased interest rates on new issues of short and medium term government securities.

With a view to increasing Australian equity in new ventures, the Federal Cabinet in mid-February approved in principle the establishment of an "Industrial Development Corporation." While details will not become known until Parliament acts on the proposal, it is understood that the new corporation will raise funds overseas or within Australia which would be re-lent to Australian firms or individuals for investment in Australian projects. The government-owned corporation reportedly will be authorized to take a direct equity interest in domestic ventures in some cases.

While the Australian Government's firm prohibition on the entrance of overseas banks into regular banking activities continues, at least twelve major U.S. banks have entered into financing activities in Australia in partnership with local banks and other financial institutions. Eight of the twelve are recent arrivals, and more are expected. In general, their financing activities appear more profitable than regular commercial banking activities.

Areas to watch

U.S. businessmen should remain alert to the implications of several new or proposed developments. Certain important changes with respect to the examination of applications for patents in Australia came into effect on Jan. 1. The new regulations should cut the backlog of applications and simplify filing procedures to the benefit of U.S. companies operating in and selling to Australia.

Early in 1970, the Prime Minister announced the intention of the Federal Government to proceed with conversion to the metric system. Conversion, which has received wide support in local industrial circles, is expected to be completed by 1980.

Amendments to the uniform Companies Act to further regulate company takeovers in Australia are certain during the current year. Prospects also are good that trading on local stock exchanges will be subjected to stricter controls and that rules on public disclosures of financial data and other relevant information by company officers will be tightened.

Finally, it is expected that the United States and Australia will begin the renegotiation of the U.S.-Australian Double Taxation Convention sometime during 1970.

Growth in demand continues to be led by private investment. In the first quarter of FY1970, private fixed investment spending was 15% higher than a year earlier. Bank lending and installment credit also have been growing strongly. At the end of December, total trading bank advances outstanding were over 11% higher than a year earlier.

The money supply has increased rapidly. Fear has been expressed that money will be tighter in the remaining months of the current financial year. Meanwhile, the labor supply continues to be even tighter and shortages of certain categories of skilled labor are evident.

Despite improved trade figures, the balance of payments showed an overall deficit of over $500 million in the half-year to December. Some improvement in the current account was more than offset by a fall of over $250 million in net apparent capital inflow. Australia's gold and foreign exchange holdings also fell by

MINERAL EXPLOITATION and processing is expanding the Australian market for a variety of U.S. capital goods. Here, Mt. Newman iron ore goes through crushers and on to the loading area.

$338 million during the half year. The reserve position with the International Monetary Fund improved slightly.

On balance it is expected that Australia's reserves will be drawn down moderately during the current financial year. In presenting the budget for the current fiscal year last July, the Federal Treasurer indicated that some draw down of reserves was anticipated. There were some indications that inflow of capital at least had picked up early in 1970.

Despite fears expressed when the Federal budget was presented in mid-1969, inflationary pressures have not gotten out of hand. Price increases have been held to about 3%, and the Government is placing increasing emphasis on monetary policy to prevent a more inflationary trend from developing. Commonwealth outlays rose by 7.5% in the first six months of FY 1970 over the comparable period in FY 1969, but the budget deficit was reduced by almost $90 million over the same period.

The consumer price index showed an increase of 2.8% between the December quarters of 1968 and 1969, although the non-food groups increased by 3.3% over the same period. There was a particularly large rise—9.8%—in average weekly earnings between the September quarters of 1968 and 1969. This suggests that the rate of wage increase for the current financial year could exceed the budget estimate of 7%.

Exports for the first seven months of FY 1970 ran almost 25% above the same period in FY 1969. Meanwhile, demand for imports has remained within reasonable limits—up only about 9% above the equivalent figure in FY 1969. On present trends, Australia can expect a surplus on trade in excess of $200 million for the present financial year compared with a deficit of $105 million during the preceding year.

One factor in the very healthy outlook for trade is an upturn in meat production and exports which has partially offset falling world prices for rural commodities. Even more important has been the phenomenal growth of mineral exports—particularly of iron ore and coal. A drop in defense equipment purchases from abroad has been a major factor contributing to the moderate growth in imports, particularly from the United States.

While the outlook for exports could hardly be more favorable, there are subsectors—in particular those of the marginal woolgrower and wheat farmer—where prospects are grim due to falling prices and evaporating markets. Sliding wool prices have not yet become apparent in monthly trading statistics. As soon as the Armed Forces have their new shopping lists approved by Parliament and delivery of recently ordered commercial aircraft begins from the United States, there will be some impact on the import side of the ledger.

Investment climate remains good

In order to sustain its current rapid rate of growth, Australia will clearly need to continue to supplement its capital resources from overseas. The official attitude, for the most part, continues to welcome foreign capital. However, official policy has made clear that greater opportunities are desired for Australians to participate in new ventures by overseas capital.

During September 1969, a revised and amplified set of guidelines for domestic borrowing by overseas companies was announced. While further clarification of these guidelines is desired by some, it is unlikely that extreme measures will be adopted or that Australia will lose its reputation as a most attractive area for investment.

Total foreign investment in Australia during FY 1969, the latest period for which complete statistics are available, exceeded one billion dollars, including unremitted profits. U.S. and Canadian investment was $372 million, down almost 25% from the unusually high total of the preceding year. Portfolio investment totaled $411 million, mostly from Britain. (U.S. portfolio investment was less than $5 million.) Total direct private overseas investment reached a record of $672 million in FY 1969.

By industry, the biggest investments were in mining ($156 million), oil exploration and production ($118 million), manufacturing ($203 million) and commerce ($185 million). Investment income payable overseas by companies in Australia totaled $645 million for FY 1969 (including dividends, undistributed profits and interest on direct and portfolio investments).

Some fall in capital inflow has been noted in recent months because of interest and credit developments in other areas. However, foreign investment has only been delayed rather than dropped. The volume of trading on local stock exchanges, particularly in mining and petroleum exploration company shares, has soared. Barring unforeseen and unlikely events, U.S. investment, portfolio as well as direct, could rise substantially in the next several years, particularly if U.S. overseas investment controls are further relaxed.

Australians, with more spendable income as a result of thriving economy, are in a buying mood

Increasing prosperity is reflected in higher sales of television sets and automobiles; United States continues as primary supplier

By PAUL H. BRENT
Commercial Attache,
U.S. Embassy, Sydney

Australia continues to present good opportunities for U.S. sales in a wide variety of manufactured lines. Economic activity is still booming along at a GNP growth rate of over 8% at constant prices; the country has a virtual balance of exports and imports and is steadily diversifying its export trade. Australia presents no real trade barriers to the sale of imported goods other than normal tariffs, which are, however, on the substantial side.

The country is constantly improving its living standards, as witnessed most recently by the substantial increase in motor vehicle registrations in 1969 over previous years. Growth in new registrations was 8.5% in 1969 over 1968 and 8.9% in 1968 over 1967. This growth rate is roughly parallel to the growth rate in real GNP, not allowing for price increases for the economy on the whole. Vehicle registrations in 1970 will be almost 530,000. This in itself reflects the amount of consumable income that Australians have for the good things of life.

Sales of televisions and other consumer durables have been climbing steadily, roughly comparable to this same GNP growth rate. Earnings of factory workers have increased approximately 8% over the past year and there are ample indications that there will be a continuing pattern of wage increases largely stimulated

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by the short labor market in Australia.

Against this background, Australia's overseas trade has been growing at a healthy rate. Australia in the past 7 months has had a favorable balance of trade which indicates a possible trade surplus of $132 million compared with a deficit of U.S.$198 million for the same period last year. In similar vein, Australia's balance of payments for the quarter ending December 1969 showed only a U.S.$11 million deficit.

Exports for July-December 1969 totaled $2.26 billion of which U.S. $319,128,000 went to the United States. The latter represented a growth of 16.2% in shipments to the United States over the comparable six months of 1968, while the growth of total exports was 24.1%.

Australian imports grew at a lower rate, with a figure for the last six months of CY 1969 of $2.19 billion, compared to 1968 imports of $2.01 billion. The U.S. share of these imports in 1969 was $571 million, representing a 3.9% increase over the comparable 1968 period of $551 million. At this rate of growth, even though it is less than the growth in total imports, U.S. sales to Australia for the full statistical year (July '69-June '70) should be approaching one and a quarter billion U.S. dollars. (These data were converted from Commonwealth Statistician's sources at U.S.$1.12 to A$1.00.)

The items which have featured in the growth of imports for the July-December 1969 period are: aircraft engines, calculating and accounting machines, statistical punch card machinery and parts and accessories, excavating, levelling and boring machinery, lifting and loading machinery and telecommunications equipment. Since approximately 60% of imports into Australia from the United States are in the machinery, industrial electronics, and transport equipment fields, it is quite evident that U.S. market opportunities in the current year in machinery and industrial equipment will show steady growth.

U.S. still in lead

The geographic pattern in Australia's foreign trade did not change materially in the period July-December, 1969 over the previous year. The United States maintained its position as principal supplier with 25.5% of the market, with the United Kingdom second with 21.7% and Japan third with 12.6%. Germany follows a distant fourth. Australia is now the seventh most important customer for U.S. exports.

On the Australian export side, Japan maintained its leadership as a buyer of Australian products with the United States second and the United Kingdom third. Predictions have been made that Japan will probably take more than 25% of Australian exports this statistical year, 1969-70. This is stimulated by Japan's steadily increasing purchases of iron ore, coal, other minerals, animal fats and oils, wool, meat, and fish products.

The trend in the past two years of an increasing Japanese share of the Australian import market certainly will continue. Japan has been moving into the Australian market with a wide variety of capital goods and equipment, as well as consumer goods. Japanese exports to Australia have increased almost 10 times in the past 10 years to the present 12.6% share of the total import volume.

Paralleling this growth of trade has been a growth in Japanese investment in Australia. While nowhere near the volume of American or British direct investment in Australia, there are now more than 60 Japanese firms operating in joint ventures there. Ten years ago there was only a negligible presence of Japanese firms operating in Australia. They are our strongest competitors in trade, with countless numbers of sales personnel constantly canvassing the market offering a wide range of manufactured goods. The quality of their product has improved and they are active in backstopping their sales through spare parts supplies and service, both essential for successful penetration of the market.

In order to cope with these competitive activities in Australia, the U.S. Government will open a trade center in Sydney on June 29. Already plans for the first exhibition have been firmed with 23 companies coming together for a show in the field of data communications and graphics. They will bring the latest in computer accessories to the growing Australian market for electronic data processing equipment. While there are now only 800 computers installed in Australia, there is every indication that the market will grow at a rate of 25% a year and this will be spread all through the field, including peripheral equipment of all sorts. Australia's management and business methods are being constantly sharpened and management is keenly interested in taking advantage of improved technology.

Along related lines, subsequent shows at the trade center will be devoted to office and business machines, instrumentation for automation, and geophysical instruments. The latter is a particularly attractive field for expansion of U.S. sales because of constantly increasing costs of operation.

Australia is diversifying its manufacturing base and this has made itself felt in its exports. The government is strongly pushing for expanded exports of manufactured products and this is the stimulant which should indicate an attractive market for any cost-saving industrial production equipment.

Less dramatic are opportunities in the fields of refrigeration and air conditioning, mostly in the commercial sector. About 80-90% of Australia's consumption of seafoods is canned or frozen.

Producers seek equipment

The industrial plant of Australia is under constant overhaul and replacement to cope with greater production demands. The International Engineering Exhibition in Sydney in August 1970 will show a wide spectrum of products offered by suppliers of industrial engineering and production equipment. This is a show that warrants attention by U.S. manufacturers who have equipment which will save costs, and which will be suitable for the limited production runs usual in Australian industry.

As a part of this Engineering Exhibition, there will be a section devoted to mining equipment. The United States already supplies substantial amounts of mining equipment and materials handling equipment, but there are strong indications of market potentials in the field of geophysical equipment. Minerals exploration and mining are in the forefront of developments in Australia currently. Hardly a week goes by without reported finds of nickel, copper, asbestos, tin and other metals. Australia is virtually a storehouse which has only been opened by developments in recent years, heavily assisted by capital from abroad.

It will continue to be an attractive field for sales of U.S. equipment from the most sophisticated instruments in geophysical surveying and assaying of mineral materials to bulk material handling and processing equipment. Australia is such a vast country with so many indications of mineral wealth that the scope of activity to explore, assess, and process its mineral wealth is virtually unlimited.

More and more of this mineral wealth will be processed within the country for the domestic economy and for export. This presents a real growth opportunity for suppliers of all sorts of industrial equipment.

Australian businessmen are very conscious of U.S. technological progress—many travel to the United States to see what American business has to offer. U.S. businessmen should, in turn, visit Australia to assess opportunities in that country for themselves.

Slower growth in Canada

Continuing efforts to curb inflation should limit real output rise to about 3% this year

Government measures to fight inflation are expected to reduce the growth of Canada's gross national product this year to about 7%, compared with 9.3% in 1969, according to the semi-annual Economic Trends Report from the U.S. Embassy in Ottawa. An increase of about 3% in the volume of output is anticipated, down from 4.8% last year, while the price component of GNP is expected to run at about a 4% annual rate, down slightly from 4.2% in 1969.

Surveys of consumer attitudes reveal a mood of caution in 1970, especially regarding purchases of large items such as homes, automobiles, and major appliances which require extended payments and high interest costs. Nevertheless, total consumer expenditures are expected to rise about 7% this year, down from the 9.4% increase in 1969. Canada's young population—in particular the large and high-spending 25-34 age group—is the principal source of market demand for furniture, floor coverings, apparel, and specialty foods.

Given the traditional leading U.S. position in virtually all categories of Canadian imports, U.S. export possibilities are exceptionally broad. Certain products, however, warrant special attention. Equipment for air and water pollution controls holds first place among new areas of rising demand. Canadians are aroused on this issue, and have set up irreversible pressures for greater and prompt control measures at all levels of government. Many U.S. firms are already established in Canada in this field through representations or subsidiary operations. The potential market is vast, but sales development will be closely dependent on the speed at which government standards and legislation are enacted.

Noise controls needed

The adverse impact of noise is another object of concern, whether it comes from transportation vehicles, construction machinery, within the factory or within the home. Accordingly, there is a growing market throughout the economy for advisers in noise abatement and for devices which can suppress noise.

Several Canadian firms and subsidiaries of U.S. firms are responding to this challenge, and brisk business has arisen in the licensing of techniques and devices for noise control. If the anticipated government standards for noise levels are adopted, opportunities for business in this field should be even greater.

CANADA'S POWER NEEDS are partly supplied by the Douglas Point Nuclear Power Station, a 200,000 kilowatt nuclear-electric generating plant completed in 1967 by Atomic Energy of Canada Ltd.

Advanced office equipment, including computers and computer application services, continue to loom large as U.S. export possibilities. The time-sharing field, however, seems to be overcrowded at the moment. One new factor is growing interest by the federal government in having computer hardware in Canada rather than at the end of a telephone line in the United States. The Minister of Communications recently estimated that in the 1970's Canada will be spending $16 billion to improve its information systems and computer resources, but some officials expect the figure will be much higher.

More traditional for Canada are extensive developments in the areas of petroleum exploration, production and transportation. New exploration in the Arctic by both Canadian and U.S. firms has a tremendous potential not only in new resources but also in opportunities for suppliers to the industry.

Transportation of oil produced is a particularly significant aspect of these opportunities, whether oil is transported by tanker, pipeline, or some combination of the two. For example, one possibility is a 1700-mile, 48-inch Mackenzie Valley pipeline from Prudhoe Bay in Alaska—and probably also from a Canadian point—to Edmonton, Alberta. The estimated cost is $2.2 billion. Such a project could even pose a requirement for a steel mill at Edmonton.

In natural gas transmission, there is much current activity as U.S. demand reaches higher levels. One gas export project involves a possible line from Alberta to Minnesota.

Trade sources estimate that in the 1970's overall spending by the oil and gas industry in Canada will reach at least $20 billion.

The president of the Canadian Construction Association expects only a modest increase in total construction in 1970 over 1969, but the 1970's may well be the take-off time for a massive upsurge of all types of construction, marked by new techniques in building and organization methods. Strong emphasis will be on the latest in off-site fabrication techniques.

As the richest province, Ontario will continue to be the most important market for exports. That province, and Alberta and British Columbia, have been

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the least affected by the slowdown in national growth. Quebec, the second largest province in population and production, must also be seen as a principal market area for a wide range of industrial goods. In Alberta, apart from the needs of the petroleum industry, there is a large market potential for components for the trailer industry which is centered in that province.

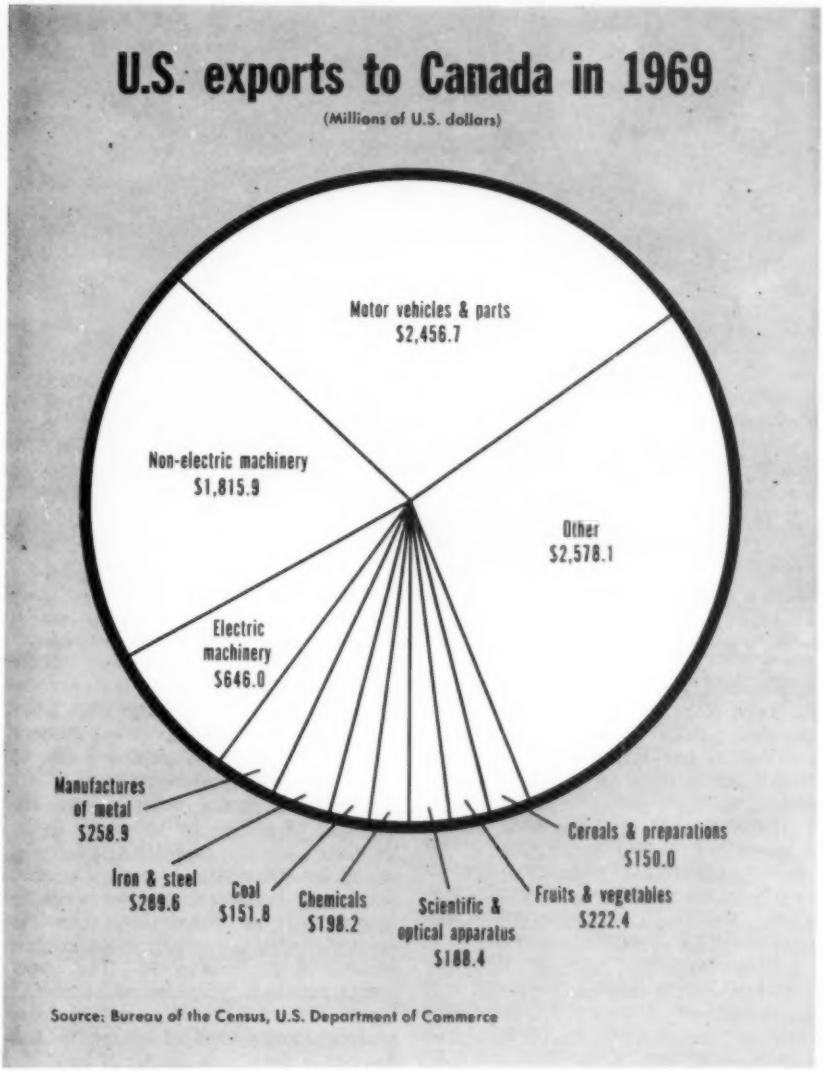
Products and services which offer the most promise in the near future for U.S. exporters are: bituminous coal; specialty, gourmet foods; prefabricated structures, building materials, including special facing brick, refractory brick, builders' hardware, heating and cooling equipment; advanced machinery—construction, mining, oil field, metal-working (numerically-controlled), pulp and paper, chemical, electronics manufacturing, office equipment, including computers, and general machinery for air and water pollution control and for noise abatement; equipment for transmission and distribution of cable television programs; advanced electronic equipment; components for trailers, mobile homes, truck campers, industrial camp units; executive aircraft; industrial process controls; computer application services; and engineering and architectural services.

U.S. agricultural exports to Canada which are expected to continue showing promise are grain corn for distilling, citrus fruits and juices, and especially early season fresh fruits and vegetables.

At some distance after the United States, Canada's principal suppliers are the United Kingdom, Japan and West Germany. These countries hold only relatively small shares of the overall market, but it should be noted that Japan is moving up rapidly in rank and this year may take the U.K.'s second-place position.

In 1969 imports from the United States and the United Kingdom were up about 14%, the same as the growth in total imports, but those from Japan rose about 40%. This increase was chiefly in passenger cars. New registrations of Japanese cars in 1969 more than doubled while those from other overseas sources generally kept to the same levels.

The first commercial exhibit to be sponsored in Canada by the U.S. Department of Commerce will take place in September in Toronto. A solo exhibition of American goods only, the show will concentrate on production equipment for the electronics industry—a field with current and potential importance to U.S. exporters. Later on, it is expected that the United States will provide an official umbrella for the participation of U.S. firms in some of the major Canadian-organized industrial trade shows.

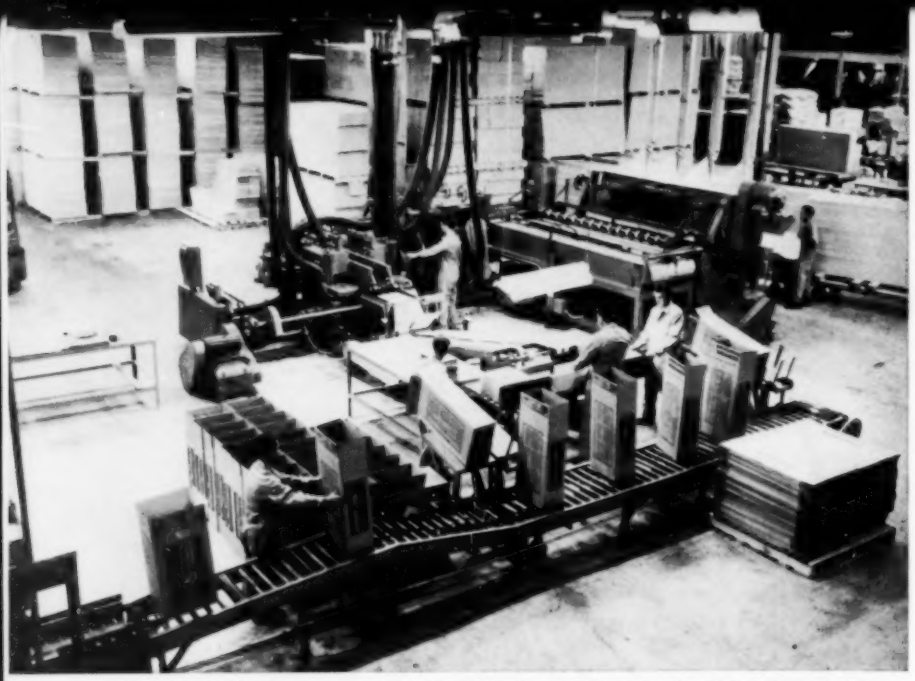


The federal and provincial governments maintain their positions that foreign investment is essential for Canadian economic growth and such investment which follows Canadian guidelines on "good corporate citizenship" is welcomed. The provincial governments continue to be most active in soliciting foreign, and especially U.S., investment. Various federal and provincial incentives to industrial development are available to both foreign and domestic companies.

There is nonetheless a continuing concern in Canada over the extent of foreign ownership. In March this concern became a matter of national attention when the government blocked plans to sell the controlling interest of the major Canadian uranium mining company to a U.S.-U.K. firm. At the same time, the government announced that it planned to make a policy statement on foreign ownership in a few months. Foreign investment in some areas, such as finance, information media, and transportation, is already restricted.

Battle against inflation

The anti-inflationary battle is being waged on three fronts. Tight monetary policy has resulted in the highest interest rates in Canada's history, although some easing is foreseen during the year, particularly to accommodate the heavy demand for housing. The federal government has also pursued a tough fiscal policy which is expected to produce the first budgetary surplus in 13 years for the fiscal year ending Mar. 31, 1970, and



A MASSIVE UPSURGE in construction is viewed likely for Canada in the 1970's. Some of the materials for such a building boom would come from Johns-Manville's insulating board plant in Ontario.

another surplus in the next fiscal year. On the third front, the government has established a Prices and Incomes Commission which has extracted commitments from business firms to restrain price increases.

The decline in real economic growth is expected to lead to an increase in the rate of unemployment from 4.7% in 1969 to at least 5% this year as the labor force continues to increase by about 3%, faster than new jobs can be found. There is a significant regional variation, however, with rates in the Atlantic Provinces and Quebec running about 7% last year while those in Ontario and the Prairie Provinces were close to 3%. In an effort to reduce these disparities, the federal government plans to increase by almost 40% the amount it will spend in the next fiscal year on its program for regional economic expansion in order to induce industries to locate in the less prosperous regions and provide new jobs.

Total wages, salaries, and supplementary labor income are expected to rise about 9% this year after a 12% increase in 1969. Not only will unemployment rise more slowly than it did last year, but there may also be some moderation in the rate at which wages have been going up. The average hourly wage rate in major union contracts signed in 1969 climbed 7.1%, compared to a 6.6% increase in 1968. The federal Prices and Incomes Commission has attempted to get organized labor to restrain its demands for wage increases in order to match commitments by business and government to curb price increases, but labor has expressed doubts that the voluntary restraint program will work and has so far refused to participate in it.

Corporate profits before taxes are expected to decline by about 4% after last year's increase of 7.2%. At the urging of the Prices and Incomes Commission, major business firms have generally agreed to raise prices less than the amount needed to cover increases in costs which will cut into profits. The anticipated year over year decline in profits, however, implies that there will be some recovery during the year from the low reached in the fourth quarter of 1969.

Capital goods needed

The anticipated increase in capital spending by business in 1970 will create additional demand for imports, particularly from the United States. Greatest attention is centered in general production machinery and in equipment for industries such as metal refining, chemicals, data processing, pulp and paper, durable consumer goods, mining and construction, and petroleum. Much of the spending for new plant and equipment is expected to come from Canadian affiliates of U.S. concerns.

The federal government expects revenues to rise faster than GNP and produce budgetary surpluses in both the current and next fiscal years despite increases in expenditures of over 9% each year. A large part of the increases is earmarked for transfers to the provinces, particularly for shared-cost programs in health, welfare, and education.

To produce its surplus next year, the government has frozen direct spending by most federal departments at the levels of the current year. Spending by provincial and municipal governments is expected to rise faster than that of the federal government, but the whole government sector is expected to remain in surplus on a national accounts basis in 1970 as it has been for the past five years.

As indications of the tightness of monetary policy, the publicly-held money supply, consisting of currency and total bank deposits, increased only 3.8% in 1969, following a rise of 13.3% the previous year, while the average yield on long-term government bonds rose to a record 8.33% from 7.27% in December, 1968. Interest rates have already edged down about ¼ to ½ of 1% in the first two months of 1970, and there is growing optimism that the peak has finally been passed and that rates may ease by as much as one percentage point over the course of the year.

Business firms surveyed late in 1969 estimated they would spend 14% more for investment in plant and equipment than they did last year. Actual spending in 1970 may not come up to expectations, just as it fell short last year, but an increase of roughly 10% in business investment is foreseen, following a 7% rise in 1969. Residential construction is not expected to increase much in 1970 after a 16% gain last year. New housing will probably fall slightly below the record level of 210,000 starts recorded in 1969. Business inventories are expected to rise about C$500 million again in 1970.

Imports will continue to rise in 1970 but by less than the 15% gain in 1969, while exports may record about the same 9% rate of increase they did last year. Canada's balance of trade fell to C$671 million in 1969 from C$1,247 million the preceding year, but there may be a slight improvement this year from higher wheat sales and increased exports of minerals and metals. Strikes in 1969 at major mines and plants helped reduce exports of iron ore, steel, copper, and nickel by about C$285 million from the preceding year, and it is expected that the resumption of production and higher prices will add much more than this amount to Canadian exports in 1969.

XUM

Remote Nepal records steady but unspectacular economic gains with help of large foreign aid inputs

Agricultural output is up and tourism is growing rapidly; progress appears imminent in transport and communications

Although Nepal is probably one of the least advanced nations in the world, its current economic condition can be characterized as relatively satisfactory according to the annual Economic Trends Report from the U.S. Embassy in Kathmandu. Agricultural production, which accounts for most of the income generated in Nepal, again showed some gains during the past crop year and tourism experienced a remarkable rise in recent months.

The country's stable political climate persists, forward movement in the highly important areas of transport and communications seems imminent, and the Government's financial state—given comparatively large foreign aid inputs—continues to be reasonably healthy. Such inflationary pressures as exist have failed to result in marked price increases recently.

Nepal's trade and transit links with India are of supreme importance. The same is true in the area of investment; practically all of the foreign capital invested heretofore in Nepal-based business enterprises has come from India. Prospects for increased U.S. business interest in Nepal have improved gradually in recent years, however, and developments during the past year highlight several areas of potential activity.

The IBRD and the Asian Development Bank loans will provide at least some scope for consultant services and for equipment sales. Provision of the World Bank funds has already resulted in advertisement for tenders on various types of communications equipment. Road feasibility surveys financed by the United Nations Development Program also are in the offing.

Of no less importance are the openings provided, perhaps over a slightly longer time frame, by the dramatic rise in tourist traffic to Nepal. While still small in absolute terms, this total of foreign visitors (who spent well over $1 million locally in 1969) is impressive in comparison with the record of past years and almost without doubt will continue to increase. The possibilities for investment and management participation in hotel and other tourist-related facilities are strongly accentuated in those circumstances.

Other areas of potential economic growth, notably timber industries, agriculture-based processing enterprises and hydro-electric power generation, will continue to merit attention. These possibilities, however, likely will offer firm potential only over the longer term and will depend specifically on the state of trade and transit relations with India and generally on the pace of progress toward Nepal's development goals over the next Five-Year Plan period.

In drawing up a balance sheet on performance of the economy, several adverse factors should be noted. The very characterization of that performance as no more than "satisfactory" points up a lack of significant per capita GDP growth. Production in the dominant agricultural sector has kept pace with a high rate of population increase, but little more, and industrial plant remains very limited, with much of existing capacity idle. The services sector, as well, with the exceptions of tourist-related activities in the capital city of Kathmandu and motor transport, has shown no recent rise in importance. Underemployment is a problem that pertains both to the large pool of unskilled laborers and to the increasing number of educated would-be white collar workers.

Nepal, which opened its doors to the outside world less than two decades ago, remains an isolated mountain kingdom dependent basically upon traditional agriculture for its livelihood and unavoidably linked with India for nine-tenths of its trade and for access to the sea. Drastic ups and downs in economic activity are simply not present in the system, important segments of the economy being largely nonmonetized, nor have spectacular gains yet been forthcoming as a result of Nepal's development efforts over recent years.

Finally, trade and transit issues have led to problems with India over implementation of the current ten-year trade treaty and the form of a new pact to be negotiated this year.

Pertinent statistical information is generally unavailable. Balance of payments accounts, for example, are not prepared by the Nepalese Government, even on a delayed basis, and official figures on trade with India are incomplete and not current by several years. Certain key data, however, when combined with informed estimates and impressions, serve to indicate the likely course of the Nepalese economy in the near term. The production of foodgrains probably will show modest gains, tourism will continue to gain in importance if transportation bottlenecks can be broken, and the Government's spending on development projects (funded mainly by Indian, Communist Chinese and U.S. aid) likely will continue to rise.

Cereal grain production, amounting to some 3.5 million metric tons in 1969, is vital not only as a source of food for the nation, but also as the chief export earner; up to 500,000 tons are exported to India each year and serve as the primary means to pay for consumer imports.

More than 34,000 foreign (non-Indian) tourists visited Nepal during the past year, compared with 12,000 only three years before and 2,000 some ten years ago. This rise occurred despite air transport problems associated with Nepal's remoteness, the absence of an effective campaign to promote Nepal's tourist attractions, and a general lack of touristic

Limited economic ties

U.S.-Nepalese economic relationships, other than the U.S. aid program funded primarily with holdings of surplus Indian rupees, have been minimal over the years. Total annual trade both ways averages about $3 million, and direct U.S. investment in Nepal is confined to one small touristic endeavor.

Nepal's remoteness from the United States and the lack of developed Nepalese trade and investment outlets have limited the growth of those relationships despite the existence of Nepalese laws which are designed specifically to encourage foreign investment. (Nepal permits, for example, annual repatriation of 10% of foreign capital and 25% of profits made on such capital.)

facilities (there are, for example, only about 200 first-class hotel rooms in Kathmandu).

Recent loans to Nepal by the World Bank and the Asian Development Bank should go far toward alleviating some of the most pressing transport and communications problems, however. The former consists of a $1.7 million loan for a telecommunications project. The latter is an ambitious aviation development project involving a loan of $6 million in convertible currency, a $350,000 technical assistance grant, and about $7 million equivalent in rupees worth of local airport construction and improvement at five different sites. The ADB also has provided, on a grant basis, a team of technical advisors to the Nepal Agricultural Development Bank. The World Bank is discussing with the Government the possibility of a major bridge construction project.

Treaty terms are vital

Of even more vital concern to the economic future of Nepal, however, will be the terms under which India agrees to accept Nepalese exports and to permit Nepalese trading access to third countries. The ten-year treaty currently in force, which expires in late 1970, accords a number of concessions to Nepal in the trade and transit field, including exemption, as far as practicable, from direct Indian customs levies and from quantitative restrictions on Nepalese exports, and provides shipping facilities at the port of Calcutta.

Implementation of the treaty in recent years has, however, left something to be desired from the point of view of Nepalese authorities and businessmen. India at the same time has protested certain trade practices of Nepal, notably the export to India of items processed in Nepal from imported materials, such as stainless steel utensils and synthetic yarn apparel, and the unregulated flow into India of "luxury" consumer goods imported into Nepal from abroad.

Although preliminary talks have begun, it is not yet clear which direction a revised Indo-Nepalese treaty will take in regard to the contentious issues that have arisen in trade relations between the two countries; meanwhile, new investment in industry is virtually at a standstill until the outlines of those future relations become more apparent.

Nepal's third planning period ends in July; it is expected that a general statement of new developmental goals and strategy over the following five-year period will be published by that time, and that agriculture, education, and transport and communications will be stressed therein.

Venezuelan growth slows to 3-4% but possible government borrowing authorization may hasten rebound

Political agreement on borrowing for public investment may also renew private impetus; faster price and wage growth seen

A slowed rate of economic growth but a continued good market for imports and possibilities of resumed rapid economic growth mark the current scene in Venezuela. The latest Economic Trends Report from the U.S. Embassy in Caracas confirms the picture of an economic cool-off drawn in a recent article by the U.S. Commercial Attache there.

Import demand should continue to provide a good market for U.S. goods, especially in the field of intermediate producer goods. Imports increased, according to the Central Bank, an estimated 6% by value during 1969 over the previous year's levels, and purchases from the United States—$746 million f.o.b. in 1968, according to official Venezuelan data—may have approached the $800 million level in 1969.

The U.S. has retained 50% of the Venezuelan market over the past few years, in the face of strong competition from Europe and Japan. As an indication of the interest in the Venezuelan market on the part of U.S. sellers, several trade missions from the United States are expected to visit Venezuela during 1970.

Any upturn in investment as a result of increased public confidence will serve to intensify the demand for imported factory equipment, as industrial firms expand their plant and equipment to increase output.

Good sales possibilities are seen in 1970 for mechanical handling, construction and mining, foundry, electronic data processing, office and graphic arts (excluding typewriters), and hospital equipment.

The Government's plans for extensive investment projects will also offer promising possibilities to U.S. suppliers of a variety of capital equipment. The most important of these projects are the petrochemical complex to be constructed at El Tablazo in partnership with several private U.S. companies; the construction of the new international airport at Maiquetia; and the Caracas subway, when the final decision has been made on how to finance its design and construction.

As reported below, the Government of Venezuela intends to finance these investment projects primarily through borrowing, since ordinary revenues are not expected to be sufficient. Accordingly, if the investment program receives Congressional approval, at least $900 million will be borrowed, partly in Venezuela and partly abroad, during the next four years, or about $220 million a year on average. The U.S. capital market will probably be tapped, as it was last year when the Government of Venezuela borrowed $85 million from a group of U.S. and Canadian banks. The Government may be reluctant, however, to borrow all that it needs at the high interest rates prevailing in the United States and Europe.

A request for a loan of $75 million from the Inter-American Development Bank is currently under consideration. The IDB loan will be used for agricultural development purposes, including construction of silos, access roads, and other agricultural facilities.

Slower growth rate

In contrast to the growth rate of about 5% annually in gross domestic product between 1962 and 1968 estimates of growth in 1969 are in the 3-4% range and there are no signs of an imminent reversal of this decline. The Central Bank's preliminary estimate of the increase in GDP during 1969 in constant prices put it at less than the rate of growth in the population, generally estimated at 3.6%.

In part the slow growth rate has been attributed to a diminished rate of investments by the Government in public works projects. An added factor was the usual caution among businessmen at a time when a new Government was settling into office and working out its own economic and fiscal policies in the presence of an opposition controlled legislature.

However, the understanding now shaping up between the governing COPEI party and the leading opposition party, Accion Democratica, on the organization of Congress has created hopes for further

XUM

Sensitive period

For the next six months the performance of the Venezuelan economy is expected to be especially sensitive to political developments. If the AD-COPEI understanding produces legislative cooperation on matters of overriding public interest, such as the public works program, the business community should react by proceeding with investment plans which will increase the rate of economic growth.

Public investment remains a vital element in growth; during the last few years the public sector has contributed over a third of all new capital formation. To a certain extent it stimulates private investment, especially in construction, and private investors' decisions are affected by their assessment of public investment plans.

understandings between these two large parties on future economic legislation. Among these will be the Government's plan for a number of ambitious public works projects to be financed by borrowing. The evidence of AD/COPEI understanding has brought a sense of relief to the business community, and may call forth some new investments which had been deferred.

Intense interest centers on conversations in Washington between Venezuelan and U.S. representatives concerning the recommendations of a Presidential task force for revision of U.S. oil import policy. The Government of Venezuela aspires to an assured position for its oil in the U.S. fuels market, and for a share in the increase in U.S. demand for fuels. Crude oil exports and production were at virtually the same levels in 1969 as in 1968. The extremely cold weather on the U.S. East Coast and the resulting increased demand caused about a 3% increase in oil exports from Venezuela in the first five weeks of 1970 over the same period of last year.

Business seeks new markets

The Venezuelan business community followed with keen interest the discussions in Caracas of the Inter-American Economic and Social Council concerning the development of new means of cooperation between Latin American countries and the United States on trade, aid, investment, and related matters. Venezuela is anxious to diversify its exports and develop markets for manufactured and semi-manufactured goods in order to reduce its dependence on exports of petroleum and petroleum products, which still account for over 90% of total exports from Venezuela.

Reflecting the slower pace of economic activity, the money supply and bank credit have been expanding at slower rates than the rapid pace of 1968. The money supply (currency in circulation plus checking deposits) grew by about 6%, compared to 11% the previous year. Total deposits of the public in the banking system, however, grew at about the same relative rate as in 1968—slightly less than 9%. Bank loans, in contrast, increased at a somewhat slower rate: 8%, compared with over 11% in 1968. For this reason, the banks are currently more liquid than they were a year ago.

The diminished rate of growth in use of bank credit reflects not only a lessened demand for credit, but also a greater-than-usual caution and selectivity on the part of banks themselves in granting loans. A probable further factor has been the increase in interest rates and measures to discourage excessive borrowing by nonresident-owned firms, both introduced last June and discussed in the previous Trends Report.

With exports down slightly (about 1%) in value and imports up by 6% in 1969 from 1968, the current account deficit in the balance of payments probably increased somewhat; from $224 million in 1968, it may have risen to over $300 million. However, the Central Bank's gold and foreign exchange holdings increased by $12 million to $928 million at the end of 1969. Foreign borrowing (mainly in the United States) more than compensated for the fall in international reserves that would otherwise have occurred.

Output up, sales down

Random inquiries reveal that a majority of local retailers recorded smaller gross sales in 1969. Some distributors of general hardware, tools, and agricultural equipment report their gross was down by as much as 20% from 1968, although one major importer and distributor in this field was able to boost his turnover. Retailers of medium-priced clothing also noted a reduction in their sales, whereas the large textile factories described their operations as satisfactory. Automobile distributors report a very good year, as do distributors, wholesalers, and retailers of alcoholic beverages and foodstuffs.

The Central Bank, in its year-end report, said the increase in manufacturing output during 1969 was smaller than the average of the previous five years. The decreased rate of growth affected both durable and non-durable goods. Industrial output has continued to increase, albeit at a declining rate, as shown by the official index of manufacturing production. In October (the latest month for which the index is available), the index (1964 =

A SERVICE FACILITY adjacent to the place of manufacture lets Venezuelans get prompt repair on Exide, Willard and Ray-O-Vac industrial batteries and chargers. ESB Incorporated operates the station.

100) stood at 161.95, more than 26 points above the level of October 1968. Excluding oil refining, the index for October was 182.14, not quite 27 points above the October 1968 level. Private construction permits, on the other hand, showed a decline in 1969. Production and exports of iron ore increased by about a quarter over 1968.

Government seeks fiscal efficiency

Fiscal stringency remains a problem for the Administration, which has declared its intention to undertake reforms with the object of restraining the rise in current expenditures, increasing tax collections, and improving efficiency in government. Also, it hopes to broaden the tax base by stimulating activity in private industry. While saying that the tax structure is under constant review, it has emphatically rejected any increase in tax rates as a solution to the problem of budgetary deficits.

A drive to combat income tax evasion has begun, with delinquent taxpayers given six months without penalty to pay up, and stiff penalties after that. Major new public investments are to be financed by borrowing, if Congress approves.

There are indications of a higher rate of price increase, although a rapid inflation is not considered likely for the near future. During most of the 1960's the general price level showed a remarkable degree of stability, rising at just over 1% a year. There has still been no marked acceleration in the rise of wholesale prices, the official index (1956-57 = 100) standing at 131.75 in September, compared to 130.74 in September of 1968. However, the rise in consumer prices in the Caracas area quickened slightly in 1968 and 1969 to an annual rate approaching 2%—still a very moderate increase. A higher rate of increase is a distinct possibility for 1970 because of extensive wage increases in both the public and the private sectors, whose effect on demand will be intensified by deficit spending of the Government.

Last fall nearly 200,000 Government employees—including manual workers, clerical personnel, teachers, and doctors in the public health system—received wage and salary increases (averaging in most cases 10%), of which the direct cost to the Central Government in 1970 is estimated at over $66 million, or 60% of the expected increase in ordinary revenues over 1969. In addition the semi-autonomous agencies of the State, which are financed in part by contributions from the budget, granted wage and salary increases costing an estimated $13 million. Thus, the total cost of wage increases and salary increases in the public sector alone will approach $80 million in 1970.

In private industry new wage agreements were signed during 1969 affecting approximately a quarter of all laborers covered by collective bargaining contracts; these increases ranged from 6 to nearly 15%. The newly-signed wage agreement for the approximately 30,000 oil company workers (representing about 1% of the total labor force) calls for a wage increase of 10-12%.

The 10% increases in Government and the oil industry are expected to set the pattern for future wage negotiations. According to Labor Ministry data, current wage contracts covering another 39,000 workers will expire before June of this year. The total payroll cost of wage agreements in the private sector has not yet been estimated.

The resulting rise in labor costs will probably be passed on in the form of higher prices, to the extent they are not offset by an increase in output or productivity; the latter is considered unlikely, in the short run at least. The addition to wage and salary incomes will also stimulate demand, exerting upward pressure on consumer prices.

This inflationary impulse will be strengthened by the effect of Government deficits. In 1969, there was a deficit of $265 million owing in part to the necessity of paying unfunded liabilities of the Government, financed by a combination of borrowing, coinage, and withdrawals from Treasury reserves. In 1970, the estimated budget deficit will be in the neighborhood of $155 million, to be financed entirely by borrowing.

The Government has announced its intention of submitting for Congressional action an Extraordinary Works Program of investment projects considered necessary for the expansion of industry, the diversification of exports, and the improvement of various services throughout the country. The program is to be financed mainly by borrowing. The Government expects these projects to service the debt from their own revenues.

Intended projects include:

- Construction of the El Tablazo petrochemical complex by the Instituto Venezolano de Petroquimica (IVP). Total investment planned: $200 million.
- Construction of the SIDOR (the Government-owned steel plant at Ciudad Guyana) flat products plant. Total planned investment: $175 million, of which more than $100 million will be borrowed.
- Development of the Corporación Venezolana del Petróleo (CVP), of which the preliminary phase would cost over $30 million. Additional financing needed has yet to be determined.
- A program for the construction of 500,000 low-cost housing units over the next four years.
- A new international airport.
- Agricultural development and credit programs. Total cost: $181 million, of which about 40% is to be financed by borrowing and the remainder through the budget.

Debt burden still light

The total cost of this program is estimated by the Finance Minister at almost $900 million, most of it to be borrowed in Venezuela and abroad. The Venezuelan public debt now stands at approximately $1.1 billion, and the servicing of external debt represents about 3% of foreign exchange earnings. The Central Bank is reported to have estimated that a total debt burden of about $2.2 billion would be within the economy's capacity to support, a level described by the Minister of Finance as conservative.

A further project under discussion is the proposal to construct a subway in Caracas at a total cost of more than $620 million. A decision on the financing of this project, which would probably have to be undertaken jointly by the Federal Government, the Municipal Government of Caracas, and the future subway operating company, has not yet been reached.

Thus, the coming four years may see a rise in the public debt, and in the portions of the budget devoted to debt service. Eventual approval of all or a major portion of these investment projects, and their commencement, would provide a significant stimulus to private investment, output and employment.

Rhodesia post closed

The United States closed its Consulate General in Salisbury, Southern Rhodesia, on Mar. 17.

On Mar. 2 the Rhodesian regime implemented a new constitution and a Rhodesian President was substituted for the British Crown as head of state. This constituted the final and formal break with the United Kingdom. The United States has regarded and continues to regard the United Kingdom as the lawful sovereign.

Appropriate on-the-spot assistance for Americans, in addition to consular services, will be provided by personnel at American Foreign Service posts in neighboring countries, principally Johannesburg, South Africa.

XUM

Belgium in strong rise

U.S. import share off; many U.S. firms have based Europe-wide operations there

The Belgian economy had an exceptionally good year in 1969, probably the best year in the entire decade of the sixties. In real terms the gross national product increased a solid 6%, with industrial production up 9% according to the Economic Trends Report from the U.S. Embassy in Brussels.

In October the percentage of productive capacity in use rose to 87%, exceeding the previous peak of activity recorded in 1964. In the last quarter of 1969, some 45% of Belgian manufacturing enterprises were operating at the limit of their capacity.

Belgian's foreign trade showed another sharp increase in 1969 following the unusual increase in 1968. The 1969 total was $10 billion in exports and $9.9 billion in imports. This meant that exports were up 23.3% and imports up 19.8%. Preliminary data indicate that this high performance accelerated in the latter months of 1969 and into the first few months of 1970.

Exports are now equivalent to about 45% of the Belgian GNP. In absolute terms Belgian exports increased from $3 billion in 1958 to $10 billion in 1969. However, it must be noted that the jump in Belgian foreign trade is due principally to increased trade within the Common Market, especially with France and Germany. Belgian imports from the United States increased 6%, which means that the U.S. share of the Belgian market declined. Belgian imports from the United States accounted for only 7.8% of total imports. Belgian exports to the United States dropped 14%, possibly due to the dock strike in New York.

The Belgian equation

Although there has been slippage in the U.S. share of the Belgian market, U.S. firms which are already based in Belgium with manufacturing, processing, assembly or marketing facilities are participating in the growth of Belgian foreign trade. This truism is worth noting. The Belgian market is increasingly a segment of the European market. Moreover, the Belgian competitive position within the Common Market is being maintained—67.5% of Belgian exports are now to the Common Market.

To capitalize on this, about 1,000 American firms have some form of representation in Belgium, and some 275 American firms have manufacturing or processing facilities installed in Belgium. A number of these maintain their regional or European headquarters in Belgium.

The reasons for this continuing interest are several. The rapid growth of trade within the Common Market is obviously a major factor. Beyond that, Belgium's central location for transportation, communications, and marketing is attractive to the company planning operations throughout northern Europe. Thus, while the Belgian market for some goods and services may seem limited, in the context of regional operations the market could be substantial. Another attractive element in the Belgian equation is the continuing hospitable attitude of the Belgian Government to foreign investments.

Although the prevailing tight money markets are a damper to capital investment, sizable foreign investments are continuing to be made in Belgium. The 1959 and 1966 laws on economic expansion are now being reviewed. The prospects are that the new laws will continue to encourage foreign investment although, in practice, special incentives for investments in depressed areas may be applied more selectively.

In an advanced economy such as Belgium's, a sophisticated approach is necessary to identify a prospective market. For some products, such as coking coal, the demand is so strong that there is no problem of market identification. However, in other cases, what may appear to be a potential market is questionable when all factors are considered. In short, the exporter interested in the Belgian market would be well advised to use market survey techniques.

New consumption patterns

Belgian GNP in real terms has increased respectably in the past several years and is expected to increase further. Along with this, real incomes have risen. Wages are expected to rise more rapidly in 1970 than in the last several years. As in any country moving toward higher living standards, an increase in disposable income is spent in new consumption patterns. A striking illustration: annual sales of automobiles have almost tripled in the last ten years, with sales of automobiles in 1969 showing the greatest increase. A conclusion from this one example is that sales of products and services related to the automobile will also increase. For instance, one American motel chain is in fact planning a chain of seven motels in Belgium.

The premise of shifting consumption patterns in a more affluent economy may warrant investigation in other areas. Department stores have recently gone through a series of mergers which should offer the seller a volume market. Supermarket chains on the American pattern (food and general merchandise) are now commonplace in suburban locations. Sales by supermarkets increased more rapidly in 1969 than sales by other outlets. From the success of the supermarket chains, investigation of specialty chain marketing, more extensive in the United States than Belgium, may be merited. (Possibilities: do-it-yourself hardware outlets; food drive-ins for hamburgers and french fries; ice-cream stores; dry-cleaning and similar operations.) The American drugstore (and its French version which is popular in Paris) have not appeared on the Belgian scene.

These comments, of course, are directed at merchandising techniques but implicit in them is expansion of outlets for U.S. consumer products.

At the outset of 1969, there were still several soft spots in an otherwise ascend-

Where U.S. does best

While U.S. exports to Belgium increased in total only 6% during 1969, the detailed commodity breakdown for Jan.-Sept., compared with the same period of 1968, shows individual categories where the increase in U.S. exports to Belgium has been more pronounced. These areas of increased activity, of course, may not signal further expansion. On the other hand, they may well point to growing sectors for profit. The categories showing the sharpest gains are: paper products and packaging, machines and apparatus, vehicles including tractors, and optical and photographic instruments.

ing economic curve. These were unemployment and construction. At the end of the year the indices for partial and full unemployment showed a sharply declining trend. The demand for labor now exceeds the availability; residual unemployment is essentially hard core with pockets of unemployment in a few areas and a few categories.

Regarding construction and capital investments, the situation has improved dramatically. Non-housing construction increased 39.5% in the first six months of 1969 and new housing (measured by subsidies granted) increased 41% in the same period—the highest level since 1961. According to a Belgian National Bank estimate, spending on fixed assets rose 16.5% in 1969.

The picture was generally bright elsewhere, too. Electric power consumption increased 10%. Steel production rose 11% in 1969 after having posted a 19% increase the year before. Steel production reached 97% of capacity in October. Metal fabrication, one of the major industries in Belgium, increased 15% in the first ten months of 1969. Chemical and rubber production went up 12% in the first eight months. Even textile production, which had been encountering difficulties, rose 10.5% in the first ten months. The indices for transport and communications showed similar increases.

On the consumer side, department store sales kept pace with the GNP real growth, up 6%. One source, however, notes that supermarket sales, a component of department store sales, performed much better than the large department stores in the downtown areas. Automobile sales set the pace in consumer prosperity.

Franc remains firm

In the third and fourth quarters of 1969 the Belgian franc was under pressure from the left and the right, that is, by the devaluation of the French franc and revaluation of the Deutschmark.

Since Germany and France are Belgium's largest trade partners there was considerable speculation that the Belgian franc would be affected. The repeated assurances by authorities that the Belgian franc was sound were well-founded. The balanced, very high level of exports and imports was and is the best indication that the Belgian economy has maintained its competitive position in world trade, and especially within the Common Market which now accounts for 67% of its exports.

A major question in the latter months of 1969, which has persisted to a lesser degree into 1970, was whether overheating of the economy can be avoided. The ingredients of over-heating exist: near capacity utilization of industrial plant, wholesale prices accelerating, retail prices in December some 4.4% above the previous December, wage costs (pay and benefits) in September up 9% above the previous September, backlogs in construction and export orders.

Big projects planned

Belgium is going ahead with the first phase of what may eventually be a super-port at Zeebrugge. In the petrochemical field, construction has started on a $120-million Chevron plant at Feluy. Construction is also scheduled at Feluy of a Belgochim Petrochemical plant to cost $100 million, and discussions are underway for the construction of a Libechim Petrochemical plant at Feluy to cost $400 million. Because of the sums involved in the port construction and the petrochemical plant construction, there may be market potential for related goods or services.

The Government has, however, taken a series of measures to contain inflationary pressures. The discount rate has been hiked four times to its present level of 7.5%. Bank reserve requirements have been boosted. Consumer credit terms have been tightened. Government discretionary spending for projects (tranche conjuncturelle) was curbed in October. The switchover to TVA tax system has been postponed until January 1971. Export rebates have been trimmed.

Whether these measures will be completely effective remains to be seen. From the record thus far, it appears that the Government is serious in its intention to apply further brakes if the situation should warrant.

The economic boom which accelerated in 1969 had an effect on the labor market, an effect which continues to be felt. Effective full employment was reached during the latter part of the year, with shortages of labor occurring in several regional and occupational areas. Despite this general situation, the number of hard-core unemployed and the existence of pockets of unemployment led the Ministry of Labor and Employment to adopt a restrictive immigration policy during 1969.

Manpower shortages in certain industries, particularly construction, metal-working, chemicals and petro-chemicals, have provoked a sharp labor-demand situation which has continued into 1970.

As a result, a push for higher wages developed during the latter part of 1969 and has continued into 1970. Wage increases over and above those foreseen in national and industry-wide accords have been granted, occasionally after a strike, but often in hopes of avoiding a walkout. Most increases have been in the 4-6% range with the coal miners obtaining 10-15%.

This wage push is expected to continue with the 1970 average wage, including increases resulting from rises in the retail price index, expected to be at least 10-12% above the 1969 level. Changes in social security contributions, which became effective Jan. 1, are expected to add another 1-2% to an employer's wage bill.

Prospects for 1970

Predictions for the Belgian economy for 1970 must be qualified by what happens outside Belgium, particularly by what happens in the United States. While Belgian trade with the United States is small, over two thirds of Belgian trade is with Common Market countries which in total *do* have a significant trade with the United States. Obviously, if the current slowdown in the U.S. economy results in a substantial drop in trade with Europe, Belgian foreign trade in turn would suffer. The effect on Belgium would be magnified because Belgium is so dependent on foreign trade.

External factors aside, the prospects for the economy in 1970 are favorable. According to February data from the Central Council of the Economy, rapid economic expansion continued in the last quarter of 1969 and into January, but has begun to show signs of moderating. This may reflect a number of restrictive pressures: the fiscal and monetary measures; the shortage of qualified labor; the near capacity operation of industry; and the tight money market.

The forecasts for growth of GNP in real terms are between 4 and 5% in 1970 compared with the growth of 6% in 1969. All demand components are expected to grow in 1970, but at a slower pace. One exception may be construction which got off to a late start in the current boom and now has a sizable backlog of orders. Although the upward trend of Belgian wages and prices in the past several years has been moderate relative to other industrial countries, 1970 may see increased pressure for upward adjustments. Postponement of the start of the new TVA tax will side-track one potentially inflationary item for the current year.

XUM

U.S. suppliers helping to fuel Argentina's resurgent economy

High industrial demand led to 34.6% jump in U.S. exports in '69; outlines of five-year national development program released

The Argentine Ministry of Economy and Labor recently announced the preliminary results of the nation's very encouraging 1969 economic performance.

The data show that Argentina's gross domestic product grew by 6.9% in 1969, compared with 4.8% in 1968. Growth was strong in construction (13.7%) and commerce (10.1%). Agriculture and livestock grew by 5.9% and constituted 13% of the total gross domestic product. Manufacturing was up 7.3%, due mainly to increased output of metals, chemicals, machinery and vehicles. In trade, imports grew 31.1% to $1,540 million, the highest level since 1948, while exports reached $1,610 million leaving a favorable trade balance of $70 million.

U.S. export statistics for 1969 indicate that the United States enjoyed an excellent trading years with Argentina. Domestic exports were up 34.6% reaching $370 million. Most notable increases last year were iron and steel blooms, billets, plates and sheets, which reached $51.7 million as compared with $11.6 million in 1968. This tremendous increase reflects Argentina's high industrial demand in 1969, when industrial production was at near full capacity.

U.S. shipments of mineral fuels, lubricants and related materials increased nearly $6 million while exports of machinery and transport equipment increased $11 million to $163 million. A notable increase was registered in construction and mining machinery. Exports of metal-working machinery more than doubled.

Chemical exports reached $56 million, with organic chemical exports increasing by $6 million.

As a result of high import demand Argentina's foreign exchange position deteriorated $222 million in 1969 to a level of $538 million. Foreign exchange reserves are still at reasonably confortable levels today when compared to the 1962-67 period when reserves averaged $289 million.

The National Development Council (CONADE) announced last month the outlines of the five-year development plan it has been preparing for the government. The plan seeks as a basic objective during the 1970-74 period a GDP increase of 31%, estimated annually at 5.5%. Other goals include exports at an annual level of $2.3 billion by 1974 and average annual increases of 5% in real wages. Special development programs are established for agriculture, education, health, housing, electric power, transportation and communications.

The government revised the estimate of the 1969-70 wheat crop to 6.8 million tons for 1970. Since most of the wheat has now been harvested this estimate will more closely reflect actual harvesting than the previous conservative estimate of 5.7 million tons. The 1969 crop year was so poor that Argentina was forced to import $7 million in wheat from the United States in order to meet obligations.

The 1970 calendar year National Budget has been approved by the President. It calls for expenditures of $3.43 billion and income of $3.31 billion, leaving a deficit of $122 million, approximately 1% lower than in 1969. About $100 million of the planned deficit will be financed from Central Bank advances, an increase of 3.6% over 1969 levels. Current expenses account for 64% of expenditures while capital investments account for the remaining 34%. The National Budget includes expenditures of the state enterprises and other official entities.

National Treasury finances for 1970, reflecting central government expenses, were projected for $2.26 billion as compared to $2.11 billion in 1969. The budget increases public investment by 19% over the budgeted level of 1969 and indicates the government's desire to go forward with basic industry development in iron ore, steel, paper, chemicals and aluminum.

Chief U.S. exports to Argentina 1967-69

(Millions of U.S. dollars)

Group and Commodity	1967	1968	1969
Food and live animals	1.6	2.1	9.7
Mineral fuels, lubricants and related materials	8.7	8.3	14.1
Coal	6.2	4.5	5.0
Lubricating oils and greases	2.0	1.8	6.0
Crude materials, inedible except fuels	10.1	10.4	10.1
Chemicals	43.3	48.4	55.8
Organic Chemicals	20.5	20.9	26.5
Polymers and copolymers, unfinished	4.0	2.7	4.0
Manufactured goods classified by material	26.9	32.8	90.3
Iron and Steel blooms, billets, etc.	2.5	9.8	41.5
Iron and Steel plates and sheets, uncoated	1.0	1.8	10.2
Aluminum and Aluminum alloys, unwrought	4.0	4.7	8.0
Machinery and Transport Equipment	119.2	152.0	163.0
Engines, internal combustion excluding aircraft	4.7	5.9	6.3
Tractors, excluding road and industrial	4.8	9.3	8.1
Machine tools for working metal	4.3	2.4	6.2
Construction and mining machinery	9.4	15.2	17.9
Pumps and centrifuges	5.7	5.0	6.5
Mechanical handling machinery	5.6	8.7	8.2
Telecommunications equipment, nec (including radio and TV transmission)	4.4	8.3	6.6
Electrical measuring and controlling apparatus	2.5	4.1	5.4
Motor vehicles and tractor parts	16.8	12.8	15.9
Aircraft, heavier than air	12.8	23.8	6.1
Manufactured articles, miscellaneous	14.6	18.3	23.1
Measuring, controlling and scientific instruments	3.3	3.5	5.4
Items not classified by kind	1.6	1.9	2.7
Total domestic exports	**226.5**	**274.9**	**370.0**

Thailand restricts fertilizer imports

Import license now needed for two categories of chemical fertilizers

The Thai Ministry of Economic Affairs has announced that imports of the following two categories of chemical fertilizers are now restricted:

Calcium ammonium nitrate, ammonium sulphate nitrate or ammonium sulfonitrate, and ammonium nitrate, both pure and impure; and

Mixed fertilizers containing nitrogen, with a phosphoric acid (P_2O_5) or potash (K_2O) content of more than 6%.

Importers of these chemical fertilizers must now apply for an import license from the Ministry of Economic Affairs. It was indicated, however, that no licenses are likely to be issued in the near future since domestic supplies are considered sufficient.

In July 1968 the Ministry of Economic Affairs similarly restricted imports of ammonium sulphate and urea fertilizers. These additional restrictions have been imposed by Thailand to give greater protection to the local fertilizer industry.

Thai Customs statistics indicate that Japan and Germany are by far the largest suppliers of the fertilizer affected by the new restrictions. American suppliers may also lose significant sales, however; in 1968 the U.S. share of the Thai market for the chemical fertilizers now restricted was 12.5%, with sales valued at $1.38 million.

Uganda prohibits import of cotton and man-made fabrics

The Government of Uganda has announced a prohibition on the importation of 17 categories of textile products into that country. The order, which is designed to protect local textile manufacturers, forbids the importation of unbleached, colored, dyed, and printed woven fabrics of cotton, synthetic, and regenerated fibers from any source outside the East African Community.

In 1968 Ugandan imports of the affected goods totaled approximately $9 million, of which 1.6% ($145,000) originated in the United States.

Copies of Statutory Instrument No. 16, including the schedule of goods affected by the prohibition, are available upon request from the Trade Regulations Section, Africa Division, BIC, U.S. Department of Commerce, Washington, D.C. 20230.

Bidders on Thai irrigation projects must prequalify by Apr. 8; agent needed

The Royal Irrigation Department of Thailand has issued a notice requiring contractors who wish to bid on construction, survey and design projects to submit information about their qualifications before Apr. 8, 1970. Firms which do not prequalify by then will not be able to do so for another year, and firms which are not prequalified will not be allowed to bid. Further information and forms can be obtained from the Chief of Procurement Section, Store Division, Royal Irrigation Department, Samsen Road, Bangkok.

An official of the Royal Irrigation Department has informed the U.S. Embassy in Bangkok that foreign firms will be able to qualify only if they have an office or a representative in Thailand. Any American firm which is interested in engineering or construction work in Thailand but which does not yet have an office in Bangkok should make immediate plans to establish some representation here.

The Royal Irrigation Department is a major client for engineering and construction work. In the past, it has developed a separate list of prequalified bidders for each major project. This is the first time the opportunity to prequalify will be closed before some of the major tenders are announced.

The Highways Department of the Thai government uses a similar system of prequalifying contractors only at intervals rather than for each project. However, its lists are not now open.

Malawi to change system of measurement for medicines

The Ministry of Trade and Industry of Malawi has announced that, as of June 30, 1970, all transactions in medicines and drugs in Malawi must be made in metric units and packages must be so marked. This regulation applies to both imported and locally produced or packaged medicines and to both patent medicines and ethical pharmaceuticals. Use of the apothecaries system of measurement will be unlawful after June 30.

Canada and USSR extend trade pact

The Government of Canada has signed a protocol extending for a further three years, until Apr. 17, 1972, the trade agreement between Canada and the Union of Soviet Socialist Republics. Announcement of this signature was made in the House of Commons on Mar. 3 by the Minister of Industry, Trade and Commerce.

This represents the fourth extension of a trade agreement which has provided a framework for the development of trade between the two countries on a most-favored-nation basis.

In 1956, when the trade agreement was first negotiated, the level of trade between the two countries was very low. In the 14 years which have followed, Canadian exports to the USSR have amounted to C$1.3 billion. The Soviet Union has been a major customer for Canadian wheat, purchasing in total more than 760 million bushels. In 1968 these purchases were valued at C$83 million.

The Soviet Union has also been taking a range of other Canadian materials and manufactured goods, amounting to C$5.5 million in 1968. Soviet exports to Canada have increased from C$1 million in 1956 to C$21.6 million in 1968, the last year for which official statistics are available.

Concerning future purchases of Canadian wheat, the Soviet Union has provided the assurance that when it has requirements for the purchase of wheat, the Soviet buying agency shall, in the first instance, apply to the Canadian Wheat Board. The Canadian Government anticipates that the USSR in the years ahead will continue to be a significant market for wheat. The Canadian Wheat Board concluded a contract with Exportkhleb in December 1969 extending the 1966 master contract, providing for the sale of 3,430,000 long tons of wheat and flour.

In addition to wheat, Canada's principal exports to the Soviet Union in 1968 included purebred cattle, cattle hides, skins and leather, plastics and synthetic rubber, sulphur, alcohols and their derivatives, and general purpose machinery.

Canada imported from the USSR furs, raw cotton, manganese, textiles, sunflower seed oil, pig iron, wire rods, magnesium, off-highway trucks, and bulldozing and similar equipment.

XUM

India budget aims at growth, stability

Indian business reaction was generally favorable to the new budget for India's fiscal year beginning Apr. 1. In presenting the budget to the Indian Parliament, the Prime Minister in her capacity as Finance Minister said the objective of Government policies was growth with stability, while providing some measures of social welfare for the less privileged sections of the community.

No significant change in corporate taxation was proposed, a factor noted by the Prime Minister in the interest of maintaining a stable climate for investment decisions. Entertainment expenditures, however, will no longer be deductible in computing profits. Personal income taxes were reduced for those earning up to Rs. 40,000 ($5,332), while rates on incomes above that amount were increased progressively. The top rate of 93.5% (85% income tax plus 10% surcharge) will apply to all incomes above Rs. 200,000 ($26,666). Income tax exemptions were raised to Rs. 5,000 ($667) for all assessees, regardless of the number of dependents.

The wealth tax (on real and personal property) was stepped up to rates ranging from 1% to 5% compared with the present range of 0.5% to 3%. The gift tax was revised to rates ranging from 5% to 75%. The initial exemption was reduced to Rs. 5,000.

Taxpayers will enjoy an exemption of up to Rs. 3,000 ($399) for income from dividends on shares in Indian companies, units of the Unit Trust (a Governmental mutual type fund), investments in Government securities, approved debentures of cooperative societies and other institutions, new taxable savings schemes, and bank deposits.

Import duties up

In order to give further encouragement to import substitution, the import duty on machinery was increased to 35% from the current rate of 27.5%. The 27.5% rate will continue to apply, however, to imports of equipment for new plants or for substantial expansion of existing plants. Duties on certain plastic materials were raised to 100%. An increase of 10% was scheduled for duties on motor vehicle parts, pharmaceutical chemicals, and non-electrical instruments and appliances. The duty on whisky and wines also went up.

Extensive changes in excise duties were introduced. Duties are to be levied for the first time on office machines; metal containers for packaging goods; spark plugs, stainless steel blades, slotted angles, iron safes and safe deposit vaults; calcium carbide, bleaching powder and sodium hydrosulphite; and synthetic rubber. The current excise duties on aluminum will be modified to ad valorem rates. The 10% duty on prepared and preserved foods will be extended to a broader range of products than now covered, but baby foods will be exempt. A 10% excise duty will apply to soda ash and caustic soda. Sanitary ware and glazed porcelain tiles will be subject to a 25% excise duty. Among other increases in excise duty rates (new rates shown in parentheses) are room air conditioners and larger refrigerators (53.33%) and parts (66.66%).

The export duty on tea was abolished. Also, the export duty on jute canvas, webbing, tarpaulin cloth and manufactures was reduced to Rs. 200 per ton.

Information on India's import and export duties on individual commodities may be obtained from the Near East-South Asia Division, Office of International Regional Economics, BIC, U.S. Department of Commerce, Washington, D.C. 20230.

The mildly expansionary budget projects a deficit of $300 million, compared with the $386 million deficit expected for fiscal year ending Mar. 31, 1970. The combined capital and revenue accounts budget estimates receipts for the coming year at $7.48 billion and expenditures at $7.78 billion.

The changes in taxation of individuals as described above should be noted in the Taxation Section of OBR 68-26, *Establishing a Business in India.*

Eximbank authorizes loan for rubber plant in U.K.

The Export-Import Bank of the United States has authorized a $1,750,000 loan and a financial guarantee of $1,750,000 to the International Synthetic Rubber Co. (ISR), for purchase of U.S. equipment, materials, and services to construct a plant in Hampshire, England.

The plant will manufacture ABS (acrylonitrile butadiene styrene) rubber and related specialty products and will cost some $6.5 million equivalent.

ISR was formed in 1956 by a consortium of tire manufacturers to establish synthetic rubber production in the U.K.

Saudia Arabia study cites mining activity

New budget outlays aim to help diversify petroleum-based economy

Saudi Arabia's mineral resources are becoming the object of increased exploration efforts, according to the Directorate General of Mineral Resources in the recent publication *Mineral Resources Research 1967-68*. The aim of this increased activity—assisted by rising budget outlays—is to help diversify the Kingdom's petroleum-based economy.

Until 1963, when the U.S. Geological Survey was invited to begin a systematic study, the search for minerals was sporadic. The Survey's initial contract covering reconnaissance sorties over an area of one million kilometers has been completed, and further studies are under way in the Arabian Shield and Northern areas. The Bureau de Recherches Geologiques et Minieres of France and the Geological Survey of Japan are also active.

Following the discovery of iron, phosphate, pyrite and copper deposits, economic feasibility studies have been initiated for iron and phosphate. Several private international firms have applied under the 1963 Saudi Mining Code for mineral concessions in Wadi Wasat and Qatar in the south where pyrite deposits are believed to exist, and in Jabal Sayid where copper is available. Phosphate deposits in Turaif and Theniyyah are also attracting increased attention.

Under the Mining Code, qualified firms can obtain—either individually or jointly—reconnaissance permits, exploration licenses, exploitation concessions, and treatment plant and transportation concessions. Income tax and import duty concessions are available to prospective foreign investors, and profits can be transmitted without restriction.

Firms interested in the Directorate's study, which includes a description of all minerals projects currently under way in the Kingdom, should write the Directorate General of Mineral Resources, P.O. Box 345, Jidda. The price is $3. A copy of this report is also available on a loan basis—together with detailed information on Mining Code regulations—from the Near East-South Asia Division, OIRE/BIC, Department of Commerce, Washington, D.C. 20230.

New Indian industrial licensing policy exempts small investments

Medium-sized projects also to get special consideration; licenses still needed for all investments above $6.7 million

The Government of India has approved a new Industrial Licensing Policy exempting investments of up to $1.3 million from industrial licensing requirements. The previous limit for the exemption was $330,000. Industrial licenses authorize the establishment of new industrial undertakings and the expansion, diversification and change of location of existing establishments.

The new regulations include the following features:

- The exemption will apply only if: (a) foreign exchange requirements do not exceed 10% of the investment; (b) the establishments are not among the 20 large business houses identified in the Government's recent Dutt Committee Report; (c) they are not dominant undertakings, as defined by the Monopolies Act.
- Licenses will be required in the Middle Sector, which involves investments ranging from $1.3 million to $6.7 million, but applications other than from firms in the three specified categories above will be given special consideration and will be issued liberally.
- Licenses will be required for all undertakings in the Heavy Investment Sector, which consists of investments above $6.7 million.

Other special designations

In addition to the Middle and Heavy Investment sectors, the new policy delineates a Core Sector of basic, critical and strategic industries, to which essential inputs will be made available on a priority basis; a Joint Sector, in which loans by public financial institutions may be converted into equity; and a Small Sector, consisting of investments below $130,000.

The various designations are not intended to be mutually exclusive.

In an annex, the Industrial Licensing Policy lists the following as Core Sector industries: nitrogenous and phosphatic fertilizers; pesticides; tractors and power tillers; rock phosphate and pyrites; iron ore; pig iron and steel; alloy and special steels; nonferrous metals; oil exploration and production; petroleum refining; selected petrochemicals, including DMT, caprolactum, acrylenitrile, synthetic rubber, and integrated petrochemicals complexes; coking coal; heavy industrial machinery; shipbuilding and dredgers; newsprint; and selected electronic components, testing and control equipment, and radio and microwave equipment.

Industrial licenses are one of three general means by which the Government of India regulates industrial undertakings. The other two—import licensing and approval of the terms for foreign collaboration—are not affected by the change in policy. The new regulations amend the section on Industrial Development Policy in the Commerce Dept. publication, *Establishing a Business in India*. OBR 68-26.

New Korea trade plan lists banned and restricted items

The Korean semi-annual trade plan for the first half of 1970 is now available for review at Department of Commerce Field Offices. The plan lists import-banned and import-restricted items by SITC number. Unlisted items are licensed for import on an automatic approval basis.

The current list shows 74 commodity items as presently banned from import. This is the same number of prohibited items as appeared in the plan for the second half of 1969. The chief categories of banned items are certain prepared foods, office supplies, jewelry, and a wide range of textile yarns, fabrics, and apparel.

There are 520 items on the restricted list, a reduction of 5 from the final amended list for 1969. Restricted items are mostly manufactures and include textile yarns and fabrics, leather, paper goods, metal products, glass, agricultural implements, pumps, electric motors and transformers, telephone equipment, bearings, diesel engines, air conditioners, paints, plastics, rubber goods, and automobiles and parts.

Products that appear on the restricted list may be imported only if they conform to guidelines announced separately by different Ministries of the Korean Government or, for certain items, receive the recommendation of the Ministry of Commerce and Industry for importation.

The stringency of the restrictive measures is usually based on the demand/supply situation in the home market and/or conditions in the local industry. There are generally some changes in the plan as events may dictate. Questions relating to the classification of specific products may be addressed to any Department of Commerce Field Office or to the Far Eastern Division, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Houston U. to hold lawyers' symposium on Latin business

Corporate executives, bankers also invited; preference policy is topic

The University of Houston College of Law will hold a symposium on recent trends affecting trade and investment in Latin America, April 30-May 1, for lawyers, corporate executives and the financial community.

United States policy toward trade preference to Latin America, and new developments in United States support of private investment in the Hemisphere will be examined by Covey T. Oliver, former Assistant Secretary of State for Latin America and Professor of Law, University of Pennsylvania; and Harry L. Freeman, Division Director, Office of Private Resources, Agency for International Development.

Evaluation of trends within Latin America will include discussion of the Andean Common Market by Eliezer Ereli, Visiting Professor of Law, University of Houston, and the implication of recent annulments and renegotiations of agreements relating to natural resources by John G. Laylin, of Covington and Burling, Washington, and Thomas D. Lumpkin, Executive Vice President, Gulf Oil-Latin America.

Walter A. Slowinski, of Baker and McKenzie, Washington, will consider the problem of reconciling United States tax incentives with foreign corporate requirements, while Louis M. Kauder, of the Treasury Department will discuss the effect of recent and contemplated tax changes relating to trade and investment.

For further information, **write:** Professor E. Ereli, University of Houston, College of Law, Houston, Texas 77004.

XUM

American manufacturers are offered items by German, Belgian, British companies

Product list includes rotary pressure filters, gear pumps, cosmetics, reel and rotary lawn mowers, and boards for shipping containers

European firms located in the Federal Republic of Germany, Belgium and the United Kingdom are offering several products to U.S. companies for manufacture under licenses. The goods include a rotary pressure filter, high pressure gear pumps, cosmetics and suntan lotion, lawn mowers, and special boards for production of shipping containers.

For additional information and the name and address of the firms write the Office of International Investment, BIC-874, Department of Commerce, Washington, D.C. 20230 referring to the appropriate File number assigned each opportunity listed below.

- A West German manufacturer is offering licenses for its line of cosmetics and a biological suntan lotion which is especially suited for winter and water sports and has been tested in extreme altitudes. **File 1851.**
- A West German manufacturer is seeking an American licensee for its continuously operating rotary pressure filter, which can be utilized where slurries with more than 0.5% solid content need to be separated. It can also be used when subsequent treatment of the residue is required: washing, extraction, vapor treatment, drying. **File 1852**
- A West German concern seeks a U.S. licensee to produce its high pressure internal gear pump. The company reports that the pump has a number of new design features including radial and axial balance of all moving parts, cogwheels, and elastic bearings which result in high operating pressure, up to 93% efficiency, and low noise level.

The pump is lightweight, small in structure and has a long service life. As a result of some of its features, the pump can be applied to fields which until now have been limited to piston pumps and high pressure hydraulics.

A lump-sum payment plus a percentage-of-sales reimbursement is the type of licensing arrangement the company requests. **File 1853**

- A Belgian firm is offering its lawn mowers, both hand operated and motor driven. The hand operated, reel mowers range from 10 to 16 inch cut. The power mowers are rotary type with about 18 to 20 inch cut. **File 1854**
- A British company offers its process for the manufacture of container board which has a resin bonded plywood core faced on both sides with a strong glass reinforced polyester skin.

This board is made by a heat and pressure process on a continuous, controlled, automatic production line. It is corrosion-resistant, and impervious to acids and alkalis. Shipping containers made from this board do not retain cargo odors, and with flush interior surfaces are easily cleaned and decontaminated.

The board was designed and developed for the container business, but has potential in the building industry, especially for use as dividing walls. **File 1855**

Two German firms seek U.S. licenses

- A North German manufacturer of auxiliary agents and commodities used in the rubber industry is seeking a U.S. license to manufacture similar products.

The firm, established in 1902, employs approximately 130 including three traveling agents and 40 sales representatives. Annual sales are reported to be at around $3.6 million. The company operates a well equipped plant and sells to countries in the EEC, EFTA and Spain.

For further information, qualified U.S. firms should write: Office of International Investments, BIC-878, Department of Commerce, Washington, D.C. 20230, referring to the appropriate project number. WTD. **P-70461.**

- C. F. Roser, a large German firm is seeking for its subsidiary a licensing agreement with a U.S. plastics manufacturer to produce artificial leather. The subsidiary, founded in 1968, manufactures artificial leather, chiefly plastic velours and is interested in expanding its production line.

Established in 1834, the parent company has developed into a large leather manufacturer for the upholstery industry and maintains one of three largest leather factories in the Federal Republic of Germany. The company employs 1,200 people and manufactures leather for the upholstery, shoe, clothing and leather goods industries, in addition to producing polyvinyl chloride foils.

The firm reports that there exists a growing market for artificial leather in West Germany.

Write: C. F. Roser GmbH, 15 Stuttgarter Strasse, 7 Stuttgart-Feuerbach, West Germany. WTD. **P-70460.**

Do-it-yourself products sought by U.K. manufacturer

A British firm, Leeds Paint Manufacturing Co., desires to increase its range of do-it-yourself products. Initially, the firm wishes to distribute as agents and perhaps later to manufacture under license. Interested U.S. manufacturers should write: P. J. D. Munns, Managing Dir., Leeds Paint Manufacturing Co., Ltd., Morley, Nr. Leeds, Yorkshire. WTD in preparation.

Plastic bag, bottle concern in Mexico desires U.S. ties to enter furniture field

A Mexican manufacturer of plastic bags and bottles wants to expand into the production of plastic furniture. Sought of a U.S. participant is capital and technical assistance, in return for up to 40% equity in the enterprise. Estimated cost of the project is $4 million.

The Mexican company sells its products on the domestic market and employs around 170.

Write: Polietileno de Monterrey, S.A., Apartado Postal 2574, Monterrey, N.L. Mexico. WTD. **P-70458.**

IFC investing $8 million in Yugoslav auto production

The International Finance Corporation, of the World Bank Group, is making its second investment for economic development in Yugoslavia in the past six months.

The IFC commitment is $8 million in a $105.8 million project to double output of Zavodi Crvena Zastava (ZCZ), Yugoslavia's largest and only integrated automobile manufacturer.

The World Bank previously announced

a $10 million loan to Crvena Zastava through the Yugoslav Investment Bank.

The IFC investment, being made through Fiat S.p.A. of Italy, is in the form of a capital contribution to a joint venture between Fiat and ZCZ.

Two financial institutions are participating in IFC's commitment—Girard International Investment Corp. and Franklin National Bank.

The funds will be used to help expand ZCZ's production to 193,000 vehicles a year. ZCZ has had cooperative arrangements with Fiat for the last 15 years and produces vehicles of Fiat design under license.

The bulk of the financing needed for the expansion is being provided by Yugoslav institutions and by Fiat.

Construction, pollution equipment licenses sought by manufacturer in Zurich

A well established Zurich firm seeks licenses to manufacture prefabricated and prestressed concrete parts, machinery and construction equipment; water purification equipment, related machinery and parts, including whole prefabricated systems; pumps for special applications, machinery and equipment for foundries and the electrical industry with special interest in the manufacture of parts for electric motors and machines.

The company presently specializes in machinery for the building industries, foundries and prefabricated sewage treatment installations. It operates a well equipped modern facility and employs about 150 people.

Write: Mr. Leutenegger, Mecana, S.A., 8716 Schmerikon, Switzerland. WTD. **P-70455.**

Private Spanish utility to buy U.S. generating equipment

A private Spanish electric utility will buy U.S. parts for two 541-megawatt units with a $30 million loan from the Eximbank. Hidroelectrica Espanola (HIDROLA) will install the equipment in a fossil-fueled electric power plant to be located on the Mediterranean coast north of Valencia.

Total cost of the project is estimated at $109.6 million, with additional financing to come from sources in Spain. Major U.S. suppliers are Babcock & Wilcox for the steam generators and General Electric for main turbine-generator sets and boiler feed pump turbines. Gibbs & Hill is responsible for overall engineering and project studies and their Spanish affiliate prepared detailed design of the station. IGE Division of General Electric is acting as purchasing agent for U.S. procurement.

Established in 1907, HIDROLA is privately-owned and is the second largest electric utility in Spain, serving the Levante Region, Madrid and Toledo. Since 1955, Eximbank has authorized two previous loans to the company totaling $23 million.

Mexican glue, adhesive firm seeks additional products

A Mexican firm seeks a license and the necessary technical assistance to expand its line of glues and adhesives. The company sells its products to the shoe and wood furniture industries and packages household glue for retail distribution.

Because of the need for expansion, the firm has purchased a 1,500 sq. yd. site. New equipment is also reported to be on order.

Write: Oscar Camino Decores, General Manager, Servistol S.A., Atenas No. 103, Col. San Alvaro, Mexico 17, D.F. WTD. **P-70456.**

Investment Assistance

To receive follow up assistance and general information about investment abroad telephone: 202-967-3786 or write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. "P" numbers should be used when writing about specific proposals.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington D.C. 20230 or the nearest Department of Commerce Field Office.

The licensing and joint-venture proposals listed in this section are published as an informational service for U.S. firms interested in overseas affiliations. Companies responding to these opportunities should be cognizant of the present mandatory investment regulations administered by the Office of Foreign Direct Investments, U.S. Department of Commerce, Washington, D.C. 20230.

Dutch firm wants to produce line of chemical specialties

A Dutch chemical company seeks to manufacture chemical specialties under licensing agreements with U.S. firms interested in entering the EEC. A leading distributor of chemical products in the Netherlands, the Dutch firm began the manufacture of several products in 1968.

The company operates a plant at Rotterdam with facilities for mixing and filling, distillation, oxidation, acylation, sulfonation and reduction of materials. It has plans for a new facility. A sales organization covers the Benelux countries, Germany and parts of France.

The firm's president plans to visit the United States in April to discuss licensing arrangements with interested American concerns.

Write: American Chamber of Commerce in the Netherlands, Laan Van Meerdervoort 55, The Hague, Netherlands. **P-70453.**

Israeli firm wants license to make refrigeration units

An Israeli firm seeks a license and the necessary technical know-how to manufacture large commercial refrigerators used to display frozen food in supermarkets.

The company is interested in the open self-service, single duty, one level type of refrigerator with a built in condensing unit. A condition of the agreement would be the willingness of the U.S. licensor to supply required components.

Write: Y. Asher, P.O. Box 3202, Ramat-Gan, Israel. **P-70426.**

Polish state trading group wants several U.S. licenses

Licensing agreements with American firms are being sought by Poleservice, the Polish State Trading Enterprise, for the production of enameled vessels, aluminum powder, foamglass, multichamber coke batteries, nickel tetracarbonyl for currentless nickel plating and acetate tobacco filters. Poleservice is interested in negotiating licensing agreements for these products as soon as possible.

Write: Jerzy Sobiepan, Department Manager, Poleservice, ul Poznanska 15, Warsaw, Poland. **P-70459.**

XUM

Details released for two Venezuelan road projects

The Venezuelan Minister of Public Works, Dr. Jose Curiel Rodriguez, has furnished the following information on two road construction projects under consideration by his Ministry.

One of these projects is for the construction of a 75-kilometer four-lane undivided highway which would relocate the section of the Pan American Highway No. 1 between Barquisimeto and Puente Torres (Puente Torres is east from Barquisimeto, about 25 kilometers from Carora). The total cost of the project is estimated at Bs. 38,381,222, including 5% for local engineering costs and 1% for foreign engineering. The foreign financing component of the project is estimated at 42.5% or $3,625,000. The principal foreign expenditures would be for various types of road building machinery.

Details concerning this project are contained in a publication entitled "Economic and Technical Analysis—Panamerican Highway No. 1—Barquisimeto—Puente Torres," prepared in 1965 for the Ministry of Public Works by Miller-Warden-Western, Consulting Engineers, 600 S. 11th St., Lincoln, Neb. Information is also available from Dr. Juan Jose Bolinaga, Jefe de Oficina de Programacion y Presupuesto, Ministerio de Obras Publicas, Torre Sur, Centro Simon Bolivar, Caracas, Venezuela.

A second road construction project involves the expansion of a two-lane highway into a four-lane highway from the Caracas suburb of Petare to Guatire, a distance of about 35 kilometers.

The estimated cost of this construction, according to a 1966 study, is Bs. 65,640,000, including 5% engineering costs and 2% foreign engineering costs, with an estimated foreign financing component of 42% or $6,126,000. Foreign expenditures would be primarily for various types of road building machinery.

Details concerning this project are included in a report entitled "Economic and Technical Analysis—Petare-Guatire—Trunk Highway No. 9" and "Petare-Guatire Highway—Supplemental Technical Analysis and Economic Reappraisal," both prepared in 1965 and 1966 for the Venezuelan Ministry of Public Works by Miller-Warden-Western. Information is also available from Dr. Juan Jose Bolinaga.

An official of the Ministry stated that current plans are to request bids for these projects in time to begin construction during late 1970 or in 1971. The sources of foreign financing, if any, have not yet been determined.

Copies of the aforementioned documents are available for review in the offices of the Construction and Building Materials Division, Room 5611, U.S. Department of Commerce, Washington, D.C. (202-967-3602).

International tender program in Greece totals $186 million

The Greek Minister of Coordination has announced completion of the preparation of the 1970, $705 million integrated program of purchases by Government and quasi-government agencies.

The section of the program which covers purchases through international tenders has been released by the Ministry of Commerce. This international tender program totals $186 million and includes the following commodity groups: provisions, $29,482,000; animals, seeds, $4,403,000; chemicals, $11,964,000; pharmaceuticals, $1,695,000; metal products, $11,616,000; electrical machinery, $18,070,000; plant, other machinery, $23,690,000; cars, ships, helicopters, $10,388,000; parts, accessories, $1,816,000; scientific instruments, $6,390,000; photographic, movie articles, $1,369,000; telecommunications equipment, $35,483,000; railway equipment, $17,745,000; special projects, $3,585,000; medical apparatus, $1,662,000; lubricants-fuel, $1,590,000; miscellaneous, $3,504,000.

A more complete breakdown of the above classifications may be obtained by writing the International Liaison & Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230.

As each specific international tender becomes available it will be published in INTERNATIONAL COMMERCE and *Commerce Business Daily* together with the name and address of the Greek procurement office.

Burma plans to build complete ceramic plant

The Executive Director, Industrial Development Corporation, 192 Kaba Aye Pagoda Road, Rangoon, has issued a tender for the design, supply, installation and operation of a complete, integrated ceramic plant. The plant should have a capacity of producing: 1,000 tons of semi-vitreous dinnerware, 400 tons of semi-vitreous sanitaryware and 100 tons of semi-vitreous wall and floor tiles per year, operating on a single work shift of 8 hours per day (44 hours per week), 270 days per year; and also, to train a minimum of 144 Burmese in the successful tenderer's country (or in other countries) for technology and process, plant operation and maintenance. The bid deadline is July 1.

Specifications are available on a short term loan basis from the General Industrial Equipment Division, BDSA-647, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-5585).

SHAPE issues tenders for communications items

The Purchasing and Contracting Office, ACE Communications Electronics Equipment, Communications and Electronics Division, SHAPE B-7010 Belgium has issued Tender No. 70-02 PS/MEB for the supply of communications receivers. The bid deadline is April 9.

Bids should offer two general purpose communications receivers (HF-AM CW and SSB/ISB) complete with spare parts, instruction and maintenance manuals. Copies of tender announcement and specifications are available from the Purchasing and Contracting Office, Ace Communications Electronics Division SHAPE B. 7010 Belgium or on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-4823).

Only U.S. firms certified by the U.S. Department of Commerce are eligible to bid on NATO projects. Interested U.S. firms may contact the International Liaison & Trade Opportunities Staff, BDSA- 541, U.S. Department of Commerce, Washington, D.C. 20230.

Bids on variety of educational equipment desired by Sao Paulo

The State of Sao Paulo, Brazil, has extended the bid deadline to May 5 (INTERNATIONAL COMMERCE, Feb. 16, page 32) on 659 items, in various quantities, of technical and scientific educational equipment. Included are electric measuring instruments and test equipment, engineering, laboratory, scientific, research, mechanical measuring, controlling, and indicating instruments and related equipment; wood working and machine shop equipment; electronic appliances; computers; machine tools; and many more categories. (See also SIC No. 354 under Direct Sales heading.)

The estimated value of the Tender is US $30 million. The equipment is for schools in the Department of Technical Education, Secretariat of School Administration. A complete list of the equipment, terms, and specifications are available, at 50 new cruzeiros per set (4.41 new cruzeiros equals US $1.00) from Prof. Walter Costa, Director, Department de Ensino Tecnico E Profissional, Rua Piratininga N. 85, 2 andar, Sala 200 Sao Paulo, Brazil.

A review copy in Portuguese is available for inspection only, but not for loan, at the Scientific and Business Equipment Division, BDSA-653, Room 4120, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-2939).

Water, sewerage construction projects planned for Ghana

The Ghana Water and Sewerage Corporation invites separate tenders for the extension of pipelines for the Accra/Tema water system (Contract W/1); and construction of the Accra sewerage system (Contract S/1).

Contract W/1 involves supply and/or laying of pipe and accessories. Materials requirements are for 189,000 linear feet of asbestos cement pipe, 4" to 21" diameters, and 1,200 linear feet of steel pipe, 10" to 22" diameters.

Contract S/1 involves (a) laying of 18 miles of sewers, 9" to 39" diameters; (b) laying of 4,000 linear feet of pumping mains 6" to 24" diameters; (c) construction of house connections, manholes and appurtenances; and (d) construction of three pumping stations and modifications to an existing 12" submarine pipeline. Tenders are being invited for (1) civil engineering work; (2) supply of pipe, fittings, and miscellaneous items; and (3) supply and erection of mechanical and electrical equipment.

Tender documents for both contracts may be examined at the Embassy of Ghana, 2460-16th St., NW., Washington, D.C. 20009. Tender documents may be obtained from the consulting engineers, Tahal Consulting Engineers, Ltd., P.O. Box 4316, Accra, Ghana, upon payment of $150 deposit.

Tenders must be received by the Ghana Water and Sewerage Corp., P.O. Box M 194, Accra, Ghana, by 12 a.m., May 5.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. The three-digit numbers and commodity classifications are from the Standard Industrial Classification (SIC) Manual. The five-digit numbers under each heading are from the Numerical List of Manufactured Products, 1967 Census of Manufacturers, Bureau of the Census and are used extensively by government and industry in classifying products.

U.S. firms should also be aware that the listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the *Department of Commerce Export Control Regulations* or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

NOTE: The SIC Manual is available for $4.50; The Numerical List of Manufactured Products (MC67-1) for $1.75 and the Export Control Regulations are priced at $12 a year. These publications may be ordered from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or any of the 42 Department of Commerce Field Offices throughout the United States.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the International Liaison and Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Direct Sales

Specific foreign firms have expressed interest in direct purchases of the products below. See also the "Agencies" listing.

011 Field crop farms

01130—PANAMA—Grains. Rodolfo Moreno & Cia., S.A. (importer, distributor), P.O. Box 1340, Panama 1, R.P. WTD 1/70.

01131 — ITALY — Food grains, including wheat, barley, oats. Correspondence requested in Italian. Vincenzo Divella (importer, distributor), Via Melo 172, 70100 Bari. WTD in preparation.

201 Meat products

20117—PANAMA—Salami. Rodolfo Moreno & Cia., S.A. (importer, distributor), P.O. Box 1340, Panama 1, R.P. WTD 1/70.

20119—ITALY—Raw and finished skins for manufacturing gloves. Franco Vergona (importer, manufacturer), Via Emanuele Gianturco 113, 80100 Napoli. WTD in preparation.

20119—ITALY—Hides, skins and pelts, also scraps and waste. I.NA.L.L.A. S.a.s. (importer, distributor), Via Arte della Lana 17, 80100 Napoli. WTD in preparation.

202 Dairy products

20221—PANAMA—Cheese. Rodolfo Moreno & Cia., S.A. (importer, distributor), P.O. Box 1340, Panama 1, R.P. WTD 1/70.

20260—IRELAND—Cottage cheese, allied milk products. Direct purchase and agency. Eden Vale (Ireland) Ltd. (distributor, manufacturer), Greenhills Industrial Estate, Walkinstown, Dublin 12. WTD 12/69.

203 Canning, preserving foods

20310—PANAMA—Codfish, smoked. Rodolfo Moreno & Cia., S.A. (importer, distributor), P.O. Box 1340, Panama 1, R.P. WTD 1/70.

20320—IRELAND—Canned specialties. Direct purchase and agency. Smyths of the Green (importer, distributor, agent), 6-7 St. Stephen's Green, Dublin 2. WTD 12/69.

20331—PANAMA—Canned fruits. Rodolfo Moreno & Cia., S.A. (importer, distributor), P.O. Box 1340, Panama 1, R.P. WTD 1/70.

204 Grain mill products

20416—PANAMA—Oats. Rodolfo Moreno & Cia., S.A. (importer, distributor), P.O. Box 1340, Panama 1, R.P. WTD 1/70.

20460—PANAMA—Starch. Rodolfo Moreno & Cia., S.A. (importer, distributor), P.O. Box 1340, Panama 1, R.P. WTD 1/70.

208 Beverage industries

20874 — LEBANON — Three hundred fifty tons annually of natural pineapple concentrate. Tamer Freres S.A.L. (importer, distributor, agent, retailer), Rue Georges Picot, Tamer Bldg., P.O. Box 84, Beirut. WTD 2/70.

221 Broad woven fabric mills, cotton

22110—ITALY—Fabricated cotton textile products, such as towels, bed linens, curtains, table linens, shirting materials, etc. Correspondence requested in Italian. Giuseppe Gallone (distributor, retailer), Via Duca S. Donato 19, 80133 Napoli. WTD 7/69.

22113—ITALY—Cotton print cloth yarn fabrics. Soc.r.l. "G.E.A.R." (distributor, manufacturer), Corso Umberto I, 90, 80138 Napoli. WTD in preparation.

22113—ITALY—Cotton print cloth yarn fabrics. I.NA.L.L.A. S.a.s. (importer, distributor), Via Arte della Lana 17, 80100 Napoli. WTD in preparation.

224 Narrow fabrics, other smallwares mills

22411—FRANCE—Electric insulating tape. Direct purchase and agency. Jean Vallet (importer, distributor, agent), 55 Rue Professeur Grignard, 69 Lyon (7). WTD 2/70.

227 Floor covering mills, products

22710—ITALY—Woven carpets and rugs, chiefly wool. I.NA.L.L.A. S.a.s. (importer, distributor), Via Arte della Lana 17, 80100 Napoli. WTD in preparation.

229 Textile goods

22940—ITALY—Recovered fibers, processed mill waste, related products. Correspondence requested in Italian. I.LA.S. S.p.A. (importer, distributor), Corso S. Giovanni a Teduccio 787, 80146 Napoli. WTD in preparation.

22940—ITALY—Recovered fibers, processed mill waste, related products. Correspondence requested in Italian. S.I.L.S.A.-Industria Lavorazione Stracci (importer, distributor), Via B. Brin 14, 80100 Napoli. WTD in preparation.

22940—PORTUGAL—Soft colored cotton

XUM

thread waste; forty metric tons. Correspondence requested in English and French. Anselmo Ferreira & Sousa, Lda. (importer, reclaimer), 262-280 Rua Silva Brinco, S. Mamede de Infesta. WTD in preparation.

239 Fabricated textile products

23951—SOUTH AFRICA—Kits for crewel, other needlework. Cleghorn & Harris Ltd., Merchandise Div. (importer, retailer), P.O. Box 67, Cape Town, Cape Province. WTD in preparation.

241 Logging camps, logging contractors

24110—ITALY—Douglas, pitch-pine, hemlock lumber. Correspondence requested in Italian. LEGNOPUGLIA (importer, distributor), Strada Statale 16 Nord, 70051 Barletta (Bari). WTD in preparation.

243 Millwork, veneer, plywood, prefabricated structural wood products

24310 — ISRAEL — Building materials of wood; doors (interior, exterior, all types); window and door frames; window units (awning and casement, other); finished mouldings, including window and door trim of softwood, hardwood including lauan; cabinets (built-in, others) kitchen, base units, broom closets, medicine cabinets, etc.; stairwork including treads, risers, balusters, rails, etc. of soft/hardwood; shutters and blinds, exterior and interior; exterior millwork and other architectural millwork products. Direct purchase and exclusive agency. Teperson Building Materials & Imports Ltd. (importer, distributor, agent), 51 Hachoresh St., Kfar Shmaryahu. WTD in preparation.

24320—ISRAEL—Plywood panels; veneer, commercial: face and technical, for building purposes. Direct purchase and exclusive agency. Teperson Building Materials & Imports Ltd. (importer, distributor, agent), 51 Hachoresh St., Kfar Shmaryahu. WTD in preparation.

252 Office furniture

25220—ITALY—Metal office furniture, such as chairs, desks, cabinets, cases. Ciro Musella-Import (importer, distributor, retailer), Corso Umberto I, 9/13, 80138 Napoli. WTD 6/69.

261 Pulp mills, products

26111 — THAILAND — Pulp, bleached, for making paper. Requests catalogs, c.i.f. Bangkok prices. Direct purchase and agency. Van Thai Ltd. Partnership (distributor), 54/1 Soi Songpra, Rama IV Rd., Bangkok. WTD in preparation.

262 Paper mills, products

26216—GERMANY—Unbleached kraft paper, kraft liner. Correspondence requested in German. Hans Mohrhagen K.G. (importer, distributor, agent), Stuttgart-W., Rosenbergplatz 2. WTD 3/70.

263 Paperboard mills, products

26311—GERMANY—Container board. Correspondence requested in German. Hans Mohrhagen K.G. (importer, distributor, agent), 7 Stuttgart-W., Rosenbergplatz 2. WTD 3/70.

26312—GERMANY—Special food board for drinking cups. Correspondence requested in German. Hans Mohrhagen K.G. (importer, distributor, agent), 7 Stuttgart-W., Rosenbergplatz 2. WTD 3/70.

265 Paperboard containers, boxes

26510—ITALY—Folding paperboard boxes with handle for packing shirts, shoes, other manufactured products. Correspondence requested in Italian, French, Spanish. Giuseppe Di Natale (manufacturer), Strada Privata Cupa Pozzella, 80100 Napoli. WTD in preparation.

273 Books

27311—ITALY—Scientific, economics and professional books. Correspondence requested in Italian. Libreria Internazionale Minerva (importer, retailer), Via S. Tommaso d'Aquino 70-72-74-76, 80100 Napoli. WTD 7/69.

281 Industrial chemicals

28199—GERMANY—Ice and snow melting compounds, such as calcium chloride or other similar compounds. Quotations c.i.f. German North Atlantic port or f.a.s. U.S. port of shipment preferred. Industrie-Agentur Becker & Co. (importer, distributor, agent), Schwachhauser Heerstr. 82, 28 Bremen. WTD 5/69.

28199—ITALY—Chromium sulphate 25/26% Cr203 atomized for use in tanning industry. Graziano Buonanno (importer, distributor), Via Casa Papa, Casella Postale 10, 83029 Solofra (Avellino). WTD in preparation.

28199—ITALY—Calcium carbide, red lead, colophony, lithofone, other industrial chemical products; 110 lbs. packings preferred. Luigi De Caro & Figli S.r.l. (importer, distributor), Piazza Dante 91 or Piazza Mercato 117/119, 80133 Napoli. WTD in preparation.

28199—ITALY—Basic chromium sulphate for tanning industries; 1,200 tons per year. Stabilimenti Coretti (importer, distributor), Ponte della Maddalena 1, 80100 Napoli. WTD in preparation.

28199—PANAMA—Sodium triple phosphate and metasilicate. La Bizkayna, S.A. (importer, distributor, agent), P.O. Box 4164, Panama 5, R.P. WTD 2/70.

283 Drugs

● **28300—BOLIVIA**—Empresa Nacional de Ferrocarriles, La Paz, Bolivia, has issued an invitation in Spanish for the supply of antibiotic specialty items on Invitation No. D.2/70; bid deadline Apr. 2. Correspondence in Spanish is preferred. (See also Invitation No. D.1/70 dated Feb. 25 on antibiotic specialty items.) Copies of this tender are available from the Chemicals Division, BDSA-665, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-3394). A review copy will also be available at the U.S. Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

● Empresa Nacional de Ferrocarriles, La Paz, Bolivia has issued an invitation in Spanish for the supply of antibiotic specialty items on Invitation No. D.1/70; bid deadline Apr. 2. Correspondence in Spanish is preferred. (See also Invitation No. D.2/70 dated Feb. 25, on antibiotic specialty items.) Copies of this tender are available from the Chemicals Division, BDSA-665, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-3394). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

307 Plastic products

30791—THAILAND—Plastic hand rails in assorted colors, surplus stock in good conditions. Requests catalogs, c.i.f Bangkok prices. Thip Metal Co., Ltd. (importer, distributor), 745/8-12 Petchburi Rd., Pratunam, Bangkok. WTD 6/69.

326 Pottery, related products

32610—ISRAEL—Complete line of vitreous and semivitreous plumbing fixtures, accessories and fittings (bathroom, bidets, closet bowls, drinking fountains, lavatories, sinks and urinals). Direct purchase and exclusive agency. Teperson-Building Materials & Imports Ltd. (importer, distributor, agent), 51 Hachoresh St., Kfar Shmaryahu. WTD in preparation.

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and* yourself.

Ask the Department of Commerce Field Office for advice.

329 Abrasive, asbestos, nonmetallic mineral products

32950—GERMANY—Fillers clay for paper industry and coating clay. Georg H. Luh, GmbH. (importer, distributor), Schoene Aussicht, 6229 Niederwalluf. WTD 2/70.

331 Steel mill products

33123—ITALY—Tinplate. Fratta & Caprioli (importer), Via M. Zannotti 20, 80138 Napoli. WTD in preparation.

33127—PORTUGAL—Ten metric tons stainless steel sheets 2,000 x 1,000 x 0.7 mm.; 20 metric tons stainless steel sheets 2,000 x 1,000 x 0.8 mm., plastic coated both sides, finish 2B, US type 304; 38 metric tons stainless steel sheets 2,000 x 1,000 x 0.7 mm., finish 2B, US type 304. Caius, Dias & Irmao, Lda. (importer), Rua Visconde das Devezas, 160-164, Apartado #8, Vila Nova de Gaia. WTD in preparation.

342 Cutlery, hand tools, general hardware

34211 — JAPAN — Hunting knives, pocket knives. Kawashima Industry Co., Ltd. (distributor, exporter), 1-1, Tategiri-Minami, Seki City, Gifu Prefecture. WTD 2/70.

34231 — ITALY — Mechanics' hand service tools. Agostino Ponta (importer, distributor, agent, retailer), Via S. Tommaso d'Aquino 33, 80133 Napoli. WTD 1/69.

34231—SOUTH AFRICA—Plumbers' hand tools: pipe, tubing, conduit; pipe, drain cleaning equipment, accessories. Windhoek Tool

Centre (Pty.) Ltd. (importer), 46 Peter Muller St., P.O. Box 9081, Windhoek. WTD 2/70.

34232—JAPAN—Can openers, bottle openers. Kawashima Industry Co., Ltd. (distributor, exporter), 1-1, Tategiri-Minami, Seki City, Gifu Prefecture. WTD 2/70.

34232—PANAMA—Machetes. Rodolfo Moreno & Cia., S.A. (importer, distributor), P.O. Box 1340, Panama 1, R.P. WTD 1/70.

34294 — ISRAEL — Builders' hardware including padlocks, doorlocks and lock trim, all types; night latches and deadlocks; emergency exit devices; screen and storm door hardware; door closers and checking devices including floor types; hinges and butts; cabinet hardware; hangers, tracks and related items; sliding and folding door hardware; and furniture hardware. Direct purchase and exclusive agency. Teperson-Building Materials & Imports Ltd. (importer, distributor, agent), 51 Hachoresh St., Kfar Shmaryahu. WTD in preparation.

343 Heating apparatus, plumbing fixtures

34310—ISRAEL—Enameled iron and metal sanitary ware such as bathroom fixtures, bathtubs, plumbing fixtures, shower stalls, sinks, water closets, laundry tubs, flush tanks, drinking fountains, toilet fixtures, etc. Direct purchase and exclusive agency. Teperson-Building Materials & Imports Ltd. (importer, distributor, agent), 51 Hachoresh St., Kfar Shmaryahu. WTD in preparation.

34330 — ISRAEL — Oil burners, residential and industrial; range-type boilers, space heating furnaces, radiators, heaters for swimming pools, room heaters and heating apparatus (steam, hot air and hot water), incinerators (domestic & commercial) and wall heaters. Direct purchase and exclusive agency. Teperson-Building Materials & Imports Ltd. (importer, distributor, agent), 51 Hachoresh St., Kfar Shmaryahu. WTD in preparation.

34336—IRELAND—Gas heaters and burners for use with bottled propane and butane gas. Direct purchase and agency. Metalcraft Manufacturing & Sales Co. Ltd. (importer, distributor, manufacturer), 2 Church Rd., Malahide, Co. Dublin. WTD 12/69.

344 Fabricated structural metal products

34492—ITALY—Prefabricated houses, buildings, hangers, parts; aluminum windows, doors. SAFAR di Francesco Di Dato (agent), Via Firenze 54, 80100 Napoli. WTD in preparation.

345 Screw machine products

● **34500 — IRAN** — 1000 tons of wooden sleeper's galvanized screws. Tender No. 1920/48; bid deadline May 7. Iranian State Railways, Tehran, Iran. Specifications are available on a short term loan basis from the General Industrial Equipment Division, BDSA-647, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-5585).

349 Fabricated metal products

34940—NETHERLANDS—Valves and fittings for chemical, petro-chemical, pharmaceutical, foodstuffs and paper industries. Exclusive distribution rights. N.V. Klemfa, Attn: Mr. P. Vleming (importer, distributor), 5-7 Raamgracht, Amsterdam. WTD 2/70.

34940 — NETHERLANDS — Butt welding fittings, ASA B 16.9 (carbon, stainless and alloy steels); threaded and socket weld fittings, ASA B 2.1 and ASA B 16.11 (bronze, carbon, stainless and alloy steel and aluminum); flanges, ASA B 16.5 (carbon, stainless and alloy steels); valves, ASA, all materials. N.V. Technisch Handelsbureau G. de Boer, Attn: Mr. K. de Boer (importer, distributor), P.O. Box 56, Amsterdam. WTD in preparation.

351 Engines, turbines

35195—GERMANY—Outboard motors for boats. Requests price quotations c.i.f. Hamburg, Bremen or Rotterdam or f.o.b. American ports. Direct purchase and agency. Sportstaetten-Betriebs AG. (importer, distributor, agent, retailer, exporter), 4 Duesseldorf, Am Wehrhahn 40. WTD 2/70.

35197—THAILAND—Parts for G.M. diesel engines. Requests catalogs, price list. Teo Hong Ltd. Partnership. (importer, distributor), 30-32 Chakrawad Rd., P.O. Box 710, Bangkok. WTD 11/69.

352 Farm machinery

35222 — FRANCE — Farm dairy machines, sprayers and dusters, farm elevators, farm blowers, garden tractors and motor tillers. Descriptive literature, price lists requested. Direct purchase and agency. S.T.A.I. (Supermarche du Tracteur Agricole et Industriel) (importer, distributor, agent), Route de Paris, 31 Saint-Jory. WTD 1/70.

353 Construction, mining, materials handling machinery, equipment

● **35300 — URUGUAY** — 10 diesel winches

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

Information and advice is available from these offices on: foreign markets for U.S. products and services, economic facts on foreign countries, firms with marketing facilities in foreign countries, trade and investment opportunities abroad, Government financing aid to exporters, foreign exchange regulations and procedures, export and import statistics.

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505, 843-2386.
ANCHORAGE, ALASKA, 99501, 412 Hill Bldg., 632 Sixth Ave. Area Code 907, 272-6531.
ATLANTA, GA., 30303, 4th Floor Home Savings Bldg., 75 Forsyth St. N.W. Area Code 404, 526-6000.
BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301, 962-3560.
BIRMINGHAM, ALA., 35205, Suite 200-201, 908 S. 20th St. Area Code 205, 325-3327.
BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617, 223-2312.
BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Area Code 716, 842-3208.
CHARLESTON, S.C., 29403, Federal Bldg., Suite 631, 334 Meeting St. Area Code 803, 577-4171.
CHARLESTON, W. VA., 25301, 3000 New Federal Office Bldg., 500 Quarrier St. Area Code 304, 343-6181 Ext. 375 and 376.
CHEYENNE, WYO., 82001, 6022 Federal Bldg., 2120 Capitol Ave. Area Code 307, 634-5920.
CHICAGO, ILL., 60604, 1486 New Federal Bldg., 219 S. Dearborn St. Area Code 312, 353-4400.
CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Area Code 513, 684-2944.
CLEVELAND, OHIO, 44114, Room 600, 666 Euclid Ave. Area Code 216, 522-4750.
DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214, 749-3287.
DENVER, COLO., 80202, 16419 Federal Bldg., 20th and Stout Sts. Area Code 303, 297-3246.
DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515, 284-4222.
DETROIT, MICH., 48226, 445 Federal Bldg. Area Code 313, 226-6088.
GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919, 275-9111.
HARTFORD, CONN., 06103, Room 610-B, Federal Office Bldg., 450 Main St. Area Code 203, 244-3530.
HONOLULU, HAWAII, 96813, 286 Alexander Young Bldg., 1015 Bishop St. Area Code 808, 546-5977.
HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Area Code 713, 226-4231.
JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 W. Bay St. Area Code 904, 791-2796.
KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816, 374-3141.
LOS ANGELES, CALIF., 90024, 11th Floor, Federal Bldg., 11000 Wilshire Blvd. Area Code 213, 824-7591.
MEMPHIS, TENN., 38103, 710 Home Federal Bldg., 147 Jefferson Ave. Area Code 901, 534-3214.
MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305, 350-5267.
MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Area Code 414, 272-8600.
MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Area Code 612, 725-2133.
NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., S., 610 South St. Area Code 504, 527-6546.
NEW YORK, N.Y., 10007, 41st Floor, Federal Office Bldg., 26 Federal Plaza, Foley Sq. Area Code 212, 264-0634.
PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Area Code 215, 597-2850.
PHOENIX, ARIZ., 85025, 5413 New Federal Bldg., 230 N. First Ave. Area Code 602, 261-3285.
PITTSBURGH, PA., 15222, 2201 Federal Bldg., 1000 Liberty Ave. Area Code 412, 644-2850.
PORTLAND, ORE., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503, 226-3361.
RENO, NEV., 89502, 2028 Federal Bldg., 300 Booth St. Area Code 702, 784-5203.
RICHMOND, VA., 23240, 2105 Federal Bldg., 400 N. 8th St. Area Code 703, 649-3611.
ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Area Code 314, 622-4243.
SALT LAKE CITY, UTAH, 84111 3235 Federal Bldg., 125 S. State St. Area Code 801, 524-5116.
SAN FRANCISCO, CALIF., 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave. Area Code 415, 556-5864.
SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.
SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Area Code 912, 232-4321.
SEATTLE, WASH., 98104, 8021 Federal Office Bldg., 909 First Ave. Area Code 206, 583-5615.

XUM

for loading and transporting general merchandise with corresponding parts and accessories for 2 years of normal service (8 hours per day). Tender No. 5 B.I.D.; bid deadline Apr. 30. Administracion Nacional de Puertos, Rambla Franklin D. Roosevelt 160, piso 3, Montevideo. Only firms or individuals established in Uruguay may participate in public bids. Specifications in Spanish are available on a short term loan basis from the General Industrial Equipment Division, BDSA-647, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-5585).

35311—TRUCIAL STATES—Construction machinery, equipment. Mr. T. M. Nair, Ali bin Abdulla Al Owais (importer, distributor, agent, retailer), P.O. Box 4, Dubai. WTD in preparation.

35314 — ITALY — Power cranes, draglines, shovels and parts for use in dry-docks, shipyards. Societa' Esercizio Bacini Napoletani (SEBN) (ship overhauling, alteration, repair), Via Marinella Varco 6, 80100 Napoli. WTD in preparation.

35316—AFGHANISTAN—Vibrators for concrete construction (compactors). Quotations c.i.f. Karachi with insurance to Kabul. Saaed Industrial Co. Ltd. (importer, distributor, processor), P.O. Box No. 303, Kabul. WTD in preparation.

35351 — SINGAPORE — Aerobridge equipment for passenger terminal buildings; conveyor systems, container handling equipment, etc. R. A. Wilton, Managing Dir. of Edgar (Singapore) Pte. Ltd. (importer, distributor, manufacturer), 42-44 The Arcade, P.O. Box 195, Singapore 1. WTD in preparation.

35370—SINGAPORE—Towing tractors suitable for ports and airports applications, from two tons capacity to 60 tons. R. A. Wilton Managing Dir. of Edgar (Singapore) Pte. Ltd. (importer, distributor, manufacturer), 42-44 The Arcade, P.O. Box 195, Singapore 1. WTD in preparation.

354 Metalworking machinery

● **35400—BRAZIL**—Machine tools, metal cutting type, for technical schools of the State of Sao Paulo. Twenty-eight items with quantities in parenthesis are as follows: tungsten carbide electroplating equipment (12); precision jig-borers (12); horizontal boring mill, 63 mm spindle (12); "Fellows" gear shapers (12); universal precision gear generators (12); tracer controlled milling machines (12); milling machines, universal (24); pantograph milling machines, capacity 400-500 mm (12); pantograph milling machines, capacity 330 x 150 mm (12); "Rhenania" type gear grinders (12); ¼" portable electric drills, 110/220 v, single phase, 60 cycles (70); ½" portable electric drills, electrics same as above (84); radial drills (12); electrolytic grinders (12); universal grinders (12); surface grinders (12); copy filer and planer (24); openside planers, 6 foot table (12); universal cylindrical grinders (12); internal grinder horizontal (12); jig grinders, profiling (12); automatic tracer lathes with programmed control 20" between centers (12); lathe with relieving attachment to cut 150 mm milling cutters, 300 mm between centers (12); coolant systems (120). Except where noted electrics are to be wired for 220 v., 3 phase, 60 cycle operation.

Bid opening originally scheduled for Mar. 21, has been extended to May 5. The specification above is a free translation from the Portuguese tender, entitled "International Public Bid No. 1/70." Tender must be submitted in Portuguese, and must have Brazilian agents for demonstration and service of equipment, including facilities for replacement parts. This tender originally appeared in INTERNATIONAL COMMERCE under title "Bids on variety of educational equipment desired by Sao Paulo," Feb. 16, page 32, and reappears in this issue under the same title.

The complete tender, which includes measuring equipment and machine tools can only be obtained from Prof. Walter Costa, Director, Department Ensino Tecnico e Profissional, Rua Piratininga 85, Room 200, Sao Paulo, Brazil. Cost of complete set of specifications and tender document is 50 new cruzeiros ($1.00 equals 4.41 new cruzeiros). Contact the American Embassy in Rio de Janeiro or the American Consulate in Sao Paulo for details on financing.

354 Metalworking machinery

35484 — NETHERLANDS — Automotive maintenance equipment. Exclusive representations requested for sales in Netherlands or Benelux countries. AMBI N.V., Attn.: C. W. van Bussel Jr. (importer, distributor), Mauritskade 12, PO. Box 4144, Amsterdam. WTD 2/70.

355 Special industry machinery

● **35500—CEYLON**—One high temperature pressure yarn dyeing machine, stainless steel, for dyeing cotton yarn in cheeses. Machine to include pre-treatment chambers, dyeing chambers, etc. Also, 3 stainless steel cheese carrying frames and 1000 stainless steel perforated cheese dyeing centres. Bid deadline May 6. Department of Rural Development and Small Industries, Colombo 7. Specifications are available from the General Industrial Equipment Division, BDSA-647, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-5585).

● **35500—KOREA**—Supply of 1 special pulper (slush making repulper) which is to handle 1.5 tons per day of material. Tender No. SLC-0018-P; bid deadline Apr. 2. Office of Supply, Government of the Republic of Korea. Specifications are available, on a short term loan basis, from the General Industrial Equipment Division, BDSA-647, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-5585).

35511—ISRAEL—One thousand deep-freeze units to store ice-cream on tourist buses, size one cubic ft.; units to be connected to battery or have own supply of electricity. Amalgamated Food Products Ltd. (importer, distributor, manufacturer). New Industrial Center, P.O. Box 411, Petah-Tiqva. WTD in preparation.

35513—AFGHANISTAN—Industrial juice extraction machinery, primarily for citrus and tomato juice production, small scale. Quotations c.i.f. Karachi with insurance to Kabul. Saaed Industrial Co. Ltd. (importer, distributor, processor), P.O. Box No. 303, Kabul. WTD in preparation.

35513—URUGUAY—Machinery for production of carbon dioxide (CO_2) from calcium carbonate ($CaCO_3$), marble or dolomite, for bottling plant of mineral water. Cia Salus S.A. (distributor, manufacturer), Fuente Salus, Minas, Depto. de Lavalleja. WTD 8/69.

356 General industrial equipment

● **35600 — SINGAPORE** — 2 vertically mounted, electrically driven axial flow pumps, including electric motors, electrical controls, cabling, pipework and valves, pump supporting members and flooring for the aeration tank. Each pump shall be capable of operating at two speeds and they shall be capable of handling activated sewage sludge at a maximum rate of sludge return of 22.2 cusecs with both pumps operating at high speed, 13.9 cusecs with one pump operating alone at high speed and a minimum rate of 5.6 cusecs with one pump operating alone at low speed. Tender No. SQS/WB/87/70/7; bid deadline Apr. 14. Senior Quantity Surveyor, Public Works Dept., High St., Singapore 6. Additional information is available on a short term loan basis from the General Industrial Equipment Division, BDSA-647, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-5585).

35690—NETHERLANDS—Filters for chemical, petro-chemical, pharmaceutical, foodstuffs and paper industry. Exclusive sales rights. N.V. Klemfa, Attn: Mr. P. Vleming (importer, distributor), 5-7 Raamgracht, Amsterdam. WTD 2/70.

357 Office, computing, accounting machines

● **35700 — INDIA** — Supply of 3 railroad track scales, preferably platform type, to weigh various types of loaded wagons up to 150 tons capacity, approximate platform size 115,500 mm by 2500 mm or equivalent, track gauge 1676 mm. Tender No. PUR-II/10059/SS/M 9928; bid deadline Apr. 6. Invited by Chief of Materials, Bokaro Steel Ltd., P.O. Bokaro Steel City, District Dhanbad, Bihar, India. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

35791—ITALY—Addressing, dictating, duplicating, other office and store machines. Ciro Musella-Import (importer, distributor, retailer), Corso Umberto I, 9/13, 80138 Napoli. WTD 6/69.

35791 — TRUCIAL STATES — Office machines. T. M. Nair, Ali bin Abdulla Al Owais (importer, distributor, agent, retailer), P.O. Box 4, Dubai. WTD in preparation.

358 Service industry machines

35811 — ITALY — Vending machines of all types (particularly cigarette) equipped with automatic change makers adaptable to Italian coins. Descriptive literature, price quotations requested. Direct purchase and agency. EMMECCI S.r.l. (importer), Via Santa Lucia 143, 80100 Napoli. WTD in preparation.

35811—YUGOSLAVIA—One hundred automatic machines to produce and vend frozen custard, incl. built-in pump for frozen custard; 220 V-50 cycles. Bid deadline May 20. Elektroopskrba (importer), Sektor vanjske trgovine, Gunduliceva 32, Zagreb. WTD in preparation.

35820—THAILAND—Laundry equipment, commercial. Requests catalogs, price list. Khanzan Singh Awtar Singh Jaspal Store (importer, distributor), 324 Phahurat Rd., Bangkok. WTD 2/70.

35851—ITALY—Air conditioners and dehumidifiers. Duilio Mori S.n.c. (importer, distributor, agent), Piazza Vittoria 7, 80121 Napoli. WTD 11/69.

35852—NETHERLANDS—Air conditioning and refrigeration equipment for cabin cruisers. Representations requested for Benelux countries, W. Germany. Aerotherm N.V., Attn.: F. H. Overtoom (importer), 25-33 Bloemendalerweg, P.O. Box 46, Weesp. WTD 2/70.

35857—QATAR—Automobile air conditioners. Nassir bin Khalid Al-Thani (importer, distributor, agent, retailer), P.O. Box 82, Doha. WTD in preparation.

35860—NETHERLANDS—Industrial lubrication equipment. Exclusive representations requested for Netherlands or Benelux countries. AMBI N.V., Attn.: C. W. van Bussel Jr. (im-

porter, distributor), Mauritskade 12, P.O. Box 4144, Amsterdam. WTD 2/70.

35890 — AFGHANISTAN — Water purification equipment, 10 to 60 thousand gallons capacity, for industrial, human consumption. Quotations c.i.f. Karachi with insurance to Kabul. Saaed Industrial Co. Ltd. (importer, distributor, processor), P.O. Box No. 303, Kabul. WTD in preparation.

361 Electric transmission, distribution equipment

● **36100—ARGENTINA**—Supply 2,200 self-disconnecting fuse block isolating switches, Kearney type, 13.2 kv. Tender No. 3036; bid deadline Apr. 3. Specifications available for approximately $15.00 (U.S.) from Segba, Balcarce 184, "Compras Exterior," Buenos Aires.

● **36100—ARGENTINA**—Supply the following: Item 1, 4 ea. 100 KVA transformers; Item 2, 14 ea. 25 KVA transformers; Item 3, 14 ea. 25 KVA transformers; Item 4, 6 ea. 16 KVA transformers. Tender No. 3012; bid deadline Apr. 6. Specifications available for approximately $15.00 (U.S.) from SEGBA, Balcarce 184, "Compras Exteriores," Buenos Aires, Argentina.

● **36100 — IRAN** — Supply 30 each motor generator sets, 25 KW. Tender No. 1840/48; bid deadline May 4. Tranian State Railways, Tehran, Iran. Specifications available from the Power & Electrical Equipment Division, BDSA, Room 5886C, Department of Commerce, Washington, D.C. 20230 ★(202-967-4241). A copy is available for review only from the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

● **36100—TURKEY**—Supply and erect 1 ea. 67 MVA transformer. Tender No. 4; bid deadline ASAP. Payment by IBRD. Submit application to bid to consulting engineers, SYNDIBEL, Rue de Naples 38, 1050 Brussels, Belgium with one copy to Cukurova Elektrik A.S.P.K. 239, Adana, Turkey.

● **36100—UNITED ARAB REPUBLIC**—Supply of digital frequency meter and equipment for use at Cairo monitoring receiving station to measure directly the frequency of any shortwave emission, with complete accessories and spares, and one set of tools necessary for installation and maintenance. Tender No. 6/70 P. Radio; bid deadline Mar. 31. Invited by Telecommunications Organization, Radio Communication Administration, Auto Exchange Bldg., P.O. Box 795, Cairo, Egypt. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

36113—THAILAND—Phonograph recording instruments, 220 volt, 50 cycle, capable of recording between 100 and 300 disks per day. Requests catalogs, brochures, c.i.f. Bangkok prices. Bell Long Trading Co. Ltd. (distributor), 457-9 Nakornsawan Rd., P.O. Box 2376, Bangkok. WTD in preparation.

36130—FRANCE—Power connectors. Direct purchase and agency. Jean Vallet (importer, distributor, agent), 55 Rue Professeur Grignard, 69 Lyon (7). WTD 2/70.

36131 — NETHERLANDS — Industrial switchgear. Exclusive representations requested for Benelux countries, Israel, Iran. Morelisse N.V. (importer, distributor), P.O. Box 10, Edam. WTD 2/70.

36133—NETHERLANDS—Household type switching and interrupting devices. Exclusive representations requested for Benelux, Israel, Iran. Morelisse N.V. (importer, distributor), P.O. Box 10, Edam. WTD 2/70.

36134—FRANCE—Fuse equipment. Direct purchase and agency. Jean Vallet (importer, distributor, agent), 55 Rue Professeur Grignard, 69 Lyon (7). WTD 2/70.

362 Electrical industrial apparatus

36210 — NETHERLANDS — Electrical motors, generators. Exclusive representations requested for Benelux countries, Israel, Iran. Morelisse N.V. (importer, distributor), P.O. Box 10, Edam. WTD 2/70.

36211—AFGHANISTAN—Electric generators, capacities between one and ten kilowatt output. Quotations c.i.f. Karachi with insurance to Kabul. Saaed Industrial Co. Ltd. (importer, distributor, processor), P.O. Box No. 303, Kabul. WTD in preparation.

363 Household appliances

36312—IRELAND—Domestic cooking appliances for use with bottled propane, butane gas. Direct purchase and agency. Metalcraft Manufacturing & Sales Co. Ltd. (importer, distributor, manufacturer), 2 Church Rd., Malahide, Co. Dublin. WTD 12/69.

36321—IVORY COAST—Small refrigerators which can be carried in passenger automobile and run either on gas, its own batteries or cars' electrical system. Quote prices c.i.f. Abidjan. Correspondence requested in French. Baraderie Freres, Attn: M. Vive (importer, distributor, agent), Boite Postale 276, Abidjan. WTD in preparation.

364 Electric lighting, wiring equipment

● **36400—IRAN**—Supply of 800 switchman's kerosene lamps. Tender No. 532/48; bid deadline May 2. Exporters should contact Iranian Economic Mission, 2233 Wisconsin Ave., NW., Washington, D.C. 20007 ★(202-338-5393). A copy of tender with specifications and conditions is also available for review at the Consumer Products Division, Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-5345).

36421—ITALY—Commercial and residential lighting fixtures. Ciro Musella-Import (importer, distributor, retailer), Corso Umberto I, 9/13, 80138, Napoli. WTD 6/69.

36430—FRANCE—Connectors for electronic application and terminals. Direct purchase and agency. Jean Vallet (importer, distributor, agent), 55 Rue Professeur Grignard, 69 Lyon (7). WTD 2/70.

36430—NETHERLANDS—Current carrying wiring devices. Exclusive representations requested for Benelux countries, Israel, Iran. Morelisse N.V. (importer, distributor), P.O. Box 10, Edam. WTD 2/70.

365 Radio, television receiving sets

36514—ITALY—Hi-fi recorders, audio amplifiers, phonographs, turntables. Salvatore Di Biase & Figli S.n.c. (importer, retailer), Via Lanzieri 15, 80133 Napoli. WTD 3/69.

36520—THAILAND—Record blanks, phonograph. Requests catalogs, c.i.f. Bangkok prices. Bell Long Trading Co. Ltd. (importer, distributor), 457-9 Nakornsawan Rd., P.O. Box 2376, Bangkok. WTD in preparation.

369 Electrical machinery, equipment, supplies

36911 — NETHERLANDS — Storage batteries. Exclusive representations requested for Benelux countries, Israel, Iran. Morelisse N.V. (importer, distributor), P.O. Box 10, Edam. WTD 2/70.

36941—NETHERLANDS—Ignition harness and cable sets. Exclusive representations requested for Benelux countries, Israel, Iran. Morelisse N.V. (importer, distributor), P.O. Box 10, Edam. WTD 2/70.

36942 — NETHERLANDS — Battery chargers. Exclusive representations requested for Benelux countries, Israel, Iran. Morelisse N.V. (importer, distributor), P.O. Box 10, Edam. WTD 2/70.

371 Motor vehicles, motor vehicle equipment

37141 — TRUCIAL STATES — Automobile parts, accessories. T. M. Nair, Alin bin Abdulla Al Owais (importer, distributor, agent, retailer), P.O. Box 4, Dubai. WTD in preparation.

372 Aircraft, parts

37291—SINGAPORE—Aircraft ground support equipment. R. A. Wilton, Managing Dir. of Edgar (Singapore) Pte. Ltd. (importer, distributor, manufacturer), 42-44 The Arcade, Singapore 1, Singapore. WTD in preparation.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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381 Engineering, laboratory, scientific research instruments

● **38100—PAKISTAN**—Supply of 20 hanging poles, wood octagonal, 8 ft. length; 5 engineers chains, 100 ft. complete with 10 arrows; 5 engineers chains, 66 ft. complete with arrows; 4 pantographs, polished hardwood; 2 map measures. Tender No. S-9/364/SCI/66-67/IDA/M; bid deadline Apr. 25. Invited by Director of Supply, Government of East Pakistan, 48 Motijheel Commercial Area, Dacca-2, East Pakistan, Cable: "SUPPLY," Dacca. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

38111—ITALY—Pleasure boat instruments, accessories. Direct purchase and agency. Eduardo Gaeta (distributor, agent), Via Flavio Gioia 14/16, 80100 Napoli. WTD in preparation.

382 Instruments for measuring, controlling, indicating physical characteristics

● **38200—INDIA**—Supply of testing instruments for coaxial cables and equipment. Bid deadline June 2. Invited by Asst. Chief Engineer (CP), Department of Communications, Post and Telegraph Board, Dak Tar Bhavan, Parliament Street, New Delhi-1, India. Tender documents available, at $3.00 each, from the India

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Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. Ref. D/ENQ/39.

38216—NETHERLANDS—Bulk measuring devices. Exclusive representations requested for Netherlands or Benelux countries. AMBI N.V., Attn.: C. W. van Bussel Jr. (importer, distributor), Mauritskade 12, P.O. Box 4144, Amsterdam. WTD 2/70.

384 Surgical, medical, dental instruments

38430—ITALY—Dental supplies, equipment. Correspondence requested in Italian. Michele Jusco (importer, distributor), Via Piccinni 178, 70100 Bari. WTD in preparation.

394 Toys, amusement, sporting goods

39491 — GERMANY — Fishing tackle and equipment (rods and reels, fish hooks, incl. snelled hooks; casting plugs, spinners and spoons; flies, lures and similar artificial baits; other fishing tackle, incl. floats, furnished lines, sinkers, snap swivels etc.). Requests price quotations c.i.f. Hamburg, Bremen or Rotterdam or f.o.b. American ports. Direct purchase and agency. Sportstaetten-Betriebs AG. (importer, distributor, agent, retailer, exporter), 4 Duesseldorf, Am Wehrhahn 40. WTD 2/70.

39492—GERMANY—Golf equipment (golf balls, clubs, irons, woods, bags and other golf equipment, such as carts for carrying golfbags, shafts, etc.). Requests price quotations c.i.f. Hamburg, Bremen or Rotterdam or f.o.b. American ports. Direct purchase and agency. Sportstaetten-Betriebs AG. (importer, distributor, agent, retailer, exporter), 4 Duesseldorf, Am Wehrhahn 40. WTD 2/70.

399 Manufacturing industries.

39990—ARGENTINA—Tobacco pipes and cigarette holders, decorating gift items, advertising curtains, Christmas tree ornaments, desk pads, embroidery kits, frames and handles, geographical globes, hosiery kits, sewing and mending kits, marionettes, shell novelties, straw goods, tear gas devices and equipment, treating clock and watch dials with luminous material, wigs. Hanley S.A. (importer, distributor), Carlos Pellegrini 767 9° Piso, Buenos Aires. WTD in preparation.

Bid documents on mesh fencing for Ivory Coast now available

Copies of the bid documents in French for the supply of 66,500 meters of hexagonal mesh fencing for Ivory Coast (See *Commerce Business Daily*, Mar. 4, or INTERNATIONAL COMMERCE, Mar. 9) are available from the Construction and Building Materials Division, BDSA-645, Room 5611, Department of Commerce, Washington, D.C. 20230 ★(202-967-3601).

Public TV station in Qatar requests variety of movies

The Government of Qatar is establishing a public TV station and needs a permanent supply of motion pictures for its regular six hour daily broadcasting program including features, westerns, dramas, documentaries, educational, training, cartoons, etc.

For additional information interested suppliers should contact: Mohamad Sharif, Director, Information Office, Government of Qatar, P.O. Box 1836, Doha, Qatar.

Agencies

Specific foreign firms have expressed interest in agency agreements for the products listed below. Exclusive agencies for these products are wanted only if specified.

203 Canning, preserving foods

20310—LEBANON—Canned and cured seafoods. Far East Trading Co. (importer, distributor, agent), Esseily Bldg., Trablos St., P.O. Box 1463, Beirut. WTD 2/70.

20330 — LEBANON — Canned vegetables, canned fruits. Far East Trading Co. (importer, distributor, agent), Esseily Bldg., Trablos St., P.O. Box 1463, Beirut. WTD 2/70.

205 Bakery products

20520 — LEBANON — Cookies, biscuits, crackers. Far East Trading Co. (importer, distributor, agent), Esseily Bldg., Trablos St., P.O. Box 1463, Beirut. WTD 2/70.

20521—PANAMA—Canned saltine crackers. La Bizkayna, S.A. (importer, distributor, agent), P.O. Box 4164, Panama 5, R.P. WTD 2/70.

282 Synthetic materials

28242 — SOUTH AFRICA — Polyurethane yarn, similar to spandex, principal types 1120, 1680 denier. A. Behrendt (agent), Van Riebeeck House, Riebeeck & Loop Sts., P.O. Box 567, Cape Town. WTD in preparation.

283 Drugs

28340—IRELAND—Pharmaceutical preparations for human use. Central Pharmaceuticals Ltd. (importer, manufacturer, agent), 43 Fitzwilliam Place, Dublin 2. WTD 8/69.

285 Paints, varnishes, lacquers, enamels

28518 — GERMANY — Construction chemicals. Correspondence requested in German. Paul Fuetterer (distributor, manufacturer), 6730 Neustadt, Eduard-Jost-Str. 15. WTD 2/70.

291 Petroleum refining

29110 — GERMANY — Petroleum products. Correspondence requested in German. Paul Fuetterer (distributor, manufacturer), 6730 Neustadt, Eduard-Jost-Str. 15. WTD 2/70.

351 Engines, turbines

35190—IRAN—Gasoline and semi-diesel engines, up to 10 HP. Other specifications and quantities to be determined through direct correspondence. Exclusive agency. Arastoozadeh & Sons, Ayoob (importer, manufacturer, agent), 686 Saadi Ave., Tehran. WTD 2/70.

35190—NORWAY—Used outboard motors. Henry Halleland (importer, manufacturer, agent), Johs. Brunsgate 16 A, 5000 Bergen. WTD 2/70.

352 Farm machinery

35224—FRANCE—Plows, listers, harrows, rollers, pulverizers, similar equipment. Descriptive literature, price lists requested. S.T.A.I. (Supermarche du Tracteur Agricole et Industriel) (importer, distributor, agent), Route de Paris, 31 Saint Jory. WTD 1/70.

353 Construction, mining, materials handling machinery

35314—KOREA—Tire cranes with magnetic buckets (20 metric tons capacity) for handling iron scrap. Requests catalogs, quotations. Dae Ryun & Co. (importer, distributor, manufacturer, agent), I.P.O. Box 3447, Seoul. WTD 11/69.

35351—IRELAND—Conveyor systems and equipment suitable for airports. Hauni Ireland Ltd. (importer, distributor, manufacturer), Donore Rd., Drogheda, Co. Louth. WTD 12/69.

354 Metalworking machinery

35410—ENGLAND—Electro-chemical grinding machines. High Precision Equipment Ltd. (manufacturer, agent), Denbigh Rd., Bletchley, Buckinghamshire. WTD in preparation.

35410—GERMANY—New and used metal cutting machine tools of all kinds. Westdeutsche Werkzeugmaschinen GmbH. (importer, distributor, agent, retailer, exporter), 4 Duesseldorf, Postfach 8929. WTD 2/70.

35420—GERMANY—New and used metal forming machine tools of all kinds. Westdeutsche Werkzeugmaschinen GmbH. (importer, distributor, agent, retailer, exporter), 4 Duesseldorf, Postfach 8929. WTD 2/70.

355 Special industry machinery

35521—IRELAND—Textile machinery for garment manufacture. Salem Marketing Ltd. (importer, distributor, agent), 11 Salem Court, Maxwell Rd., Dartry, Dublin 6. WTD 12/69.

35595—IRELAND—Shoemaking machinery. Salem Marketing Ltd. (importer, distributor, agent), 11 Salem Court, Maxwell Rd., Dartry, Dublin 6. WTD 12/69.

356 General industrial machinery

35640—ENGLAND—Air pollution control systems. William Jacks & Co. Ltd. (importer, agent), 22/25 Finsbury Square, London, E.C.2. WTD in preparation.

358 Service industry machinery

35890—ENGLAND—Water pollution control systems. William Jacks & Co. Ltd. (importer, agent), 22/25 Finsbury Square, London, E.C.2. WTD in preparation.

361 Electric transmission, distribution equipment

36113—ITALY—Airborne particle monitors for air pollutants and for clean room particle monitoring; liquidborne particle monitors (for size-concentration analysis of aerosols). G. Terzano & Co., S.p.A. (distributor), Via Darwin 19, 20143 Milan. WTD 7/69.

366 Communication equipment

36612 — IRELAND — Telephone answering systems. EUROTEK (Ireland) Ltd. (importer, distributor, agent), 53a Raglan Lane, Ballsbridge, Dublin 4. WTD 2/70.

367 Electronic components, accessories

36720—NEW ZEALAND—Television picture tubes for use in own manufacture and for resale. Exclusive agency. Mr. L. Sumner, Marketing Evaluation Executive, Plessey (N.Z.) Ltd. (importer, distributor, manufacturer),

Rata St., P.O. Box 21142, Henderson. WTD 11/69.

36740—NEW ZEALAND—Semiconductors of all kinds required for use in own manufacture and for resale. Exclusive agency. Mr. L. Sumner, Marketing Evaluation Executive, Plessey (N.Z.) Ltd. (importer, distributor, manufacturer), Rata St., P.O. Box 21142, Henderson. WTD 11/69.

36790—NEW ZEALAND—Electronic components and accessories, capacitors, resistors, insulators, magnetic materials (speaker magnets and flexible magnets), television guns, etc., for use in own manufacture and for resale. Exclusive agency. Mr. L. Sumner, Marketing Evaluation Executive, Plessey (N.Z.) Ltd. (importer, distributor, manufacturer), Rata St., P.O. Box 21142, Henderson. WTD 11/69.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

BOLIVIA—Gregorio Vega, Tai-American Corp. (Bolivia) Ltda., P.O. Box 2541, La Paz, **interested in U.S. petroleum, mining and agriculture equipment on joint venture basis, and requesting technical information.** March 6 via Houston for 40 days. c/o 90 Petroleum Systems Dept., Texas Instruments Inc., P.O. Box 66027, Houston, Texas 77006. Itinerary: Houston; Minneapolis; Freeport, Ill.; Cincinnati; Cleveland; Westchester, Pa.; Ft. Washington, Pa.; Philadelphia; Emmaus, Pa.; New York; Farmingdale, N.Y. WTD 9/69.

JAPAN—Y. Migami, Tohkia Kogyo Rubber Co. of Japan, **interested in meeting U.S. manufacturers concerning cross licensing in rubber, plastics and foams for the automotive, appliance, and construction industries.** Late March/early April for approx. 1 mo. c/o International Business Consulting Services, 1911 Frick Bldg., Pittsburgh, Pa. 15219 (412-471-6629). Itinerary: flexible. WTD in preparation.

Cyprus invites preliminary proposals for ceramic plant

The Cyprus Development Corp. Ltd., P.O. Box 1415, Nicosia, is inviting tenders for the submission of preliminary proposals for the establishment of an integrated ceramics plant, producing: 500 long tons of dinnerware; 500 long tons of sanitary ware; 1,000 long tons of wall tiles; and 500 long tons of floor tiles. The proposal should cover: (a) preparation of specifications and/or drawings on products, processes, plant and equipment, plant layout, personnel requirements, performance and buildings; (b) supply of machinery and equipment; (c) schedules of implementation and performance guarantee, and (d) training of personnel and follow up of project. Tenderers may submit proposals for a part or the whole project; however, prices should be given separately for each part. The bid deadline has not been specified, however, proposals are requested as soon as possible.

Limited information is available on a short term loan basis from the General Industrial Equipment Division, BDSA-647, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-5585).

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

BRAZIL—The **construction of the new port of Belem** is considered by the Ministry of Transportation as one of the highest priority undertakings of the Federal Government in the State of Para. Studies to determine the economic feasibility of the project were recently concluded and the place selected for the new port is Caratateua, at Outeiro Island, some 10 miles from the center of Belem. The required infrastructure, including highway and bridges connecting Outeiro to Belem, electric power transmission and supply of potable water, will be provided by the governments of the State of Para and the City of Belem.

With the already existing transportation facilities between Belem and the Brazilian center-western through the Belem-Brasilia Highway and to the State of Maranhao, through the Belem-Sao Luis Highway expected to be completed soon, the new port of Belem assumes great importance as it will be the natural, and more economic, port for incoming and outgoing cargo not only for the State of Para but for Brasilia, Goias and possibly Minas Gerais, besides several municipalities of the State of Maranhao.

Contacts made with the 2° Distrito do Departamento Nacional de Portos e Vias Navegaveis, a federal agency under the Ministry of Transportation, revealed that Brazil's 1970 budget has allotted financial resources for the construction of the new port. However, the exact figure is still not available.

Further information indicates that the Departamento Nacional de Portos e Vias Navegaveis, by mid-1970, will complete the expropriation of the necessary area at Caratateua for the construction of the port and bids will be requested thereafter.

The office responsible for the execution of this project is the 2° Distrito do Departamento Nacional de Portos e Vias Navegaveis, Attention Engineer Astrogildo Cotta, Av. Jose Malcher 163, Belem, Para, Brazil. Information may also be obtained from the Departamento de Portos e Vias Navegaveis, Ministerio dos Transportes, Rio de Janeiro, Guanabara, Brazil.

BULGARIA—Information has been received that Bulgarian experts are in the early stages of studying the feasibility of **constructing a central control system regulating all reservoirs and water reserves in the country.** They anticipate importing "tele-control" equipment and are now seeking information from concerns producing such equipment. Interested American firms can send information to the Department of Water Control, Ministry of Architecture and Construction, 2 Dondukov, Sofia, Bulgaria.

ICELAND—The Public Roads Administration has announced that it intends in the near future to call for bids for the construction of a total of **56 kilometers of two-lane, hard-surfaced highways.** There will be about 44 kilometers of construction work on the stretch between Reykjavik and Selfoss, and about 12 kilometers between Reykjavik and Kollafjordur. The final issuance of a bid is, however, contingent upon the Government of Iceland's obtaining the necessary funds from the International Bank for Reconstruction and Development which is now considering Iceland's application for a loan.

The project is now at the stage in which prospective bidders are to qualify for participation. Applications from interested firms should be received by Iceland's Public Roads Administration (Vegagerd Rikisins) prior to April 6.

Although the cost of the project cannot be determined until the bids are received, the value of the project is unofficially estimated to be on the order of six to seven million dollars. "Prequalification and Pre-bidding Information" brochures may be obtained from the Icelandic Embassy, 2022 Connecticut Ave. NW., Washington, D.C. 20008, and the Public Roads Administration of Iceland, Vegagerd Rikisins, Borgartun 7, Reykjavik, Iceland.

YUGOSLAVIA—A large Yugoslav importer "Rudnap" is urgently seeking contacts with companies who are able to supply **a turn-key plant for producing plasticized metal sheets.** Plans call for using one 1500 m.m. continuous cold rolled forming line with a total production capacity of 40,000 MT per year. The value of equipment, technology and know-how required is estimated at $3 million. Interested firms should contact: Bozidar Stepic, "Rudnap," Vuka Karadzica 6, Belgrade.

Airfield lighting, power supply sought by NATO installation in Germany

The NATO Infrastructure, Federal Republic of Germany, invites bids for the supply and installation of airfield lighting equipment including switch boxes, control panel, lights for runway, floodlights, accumulator battery, steering cable, cable trenches and removal of existing lighting system. Also, power supply consisting of concrete transformer stations, switching panels, transformers, high tension cable, control cable and 3 each standby power sets of 60 KVA each. The bid deadline is April 16.

Only prequalified suppliers from NATO countries are eligible. Bids should be submitted to: North Atlantic Treaty Organization (NATO), Purchasing and Contracting Officer, Bockenheimer Landstr. 38, Post Fach 3931, 6 Frankfurt (MAIN), Germany.

Only U.S. firms certified by the U.S. Department of Commerce are eligible to bid on NATO projects. Interested U.S. firms may contact the International Liaison & Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230.

Terms and specifications available on loan from the Power & Electrical Division, BDSA, Room 5886C, Department of Commerce, Washington, D.C. 20230 ★(202-967-4241). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

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Calendar *for international traders*

BOSTON—Mar. 31—Annual meeting of the Foreign Commerce Club of Boston. International House, 470 Atlantic Ave., 5:30 p.m.

BRISTOL, CONN.—Mar. 30—Export seminar on Through Transportation Ocean Cargo 7 p.m. to 9 p.m., at the Bristol Chamber of Commerce, 81 Main St. Sponsors: Bristol Chamber of Commerce, REEC, and Commerce's Hartford Field Office.

CHICAGO—Apr. 7—Automotive Exporter's Club of Chicago meeting. Builder's Building.

CLEVELAND—Apr. 3—Twenty-Fifth Annual Cleveland Trade Conference. **Speaker: Robert McLellan, Deputy Asst. Secretary of Commerce for Business Development.**

DANBURY, CONN.—Mar. 31—Export seminar on Insurance of Export Transactions 7 p.m. to 9 p.m., at the State National Bank of Connecticut. 330 Main Street. Sponsors: State National Bank, Danbury Chamber of Commerce, REEC and Commerce's Hartford Field Office.

DENVER—Apr. 9—World Trade Club Luncheon. **Speaker: Robert McLellan, Deputy Asst. Secretary of Commerce for Business Development.**

DETROIT—Apr. 16—World Trade Club of Detroit, Pick-Fort Shelby Hotel, 6 p.m.

DURHAM, N.H.—Apr. 1—Third Symposium on International Business and International Trade Day, The New England Center, noon to 9 p.m. Sponsors: International Center of New England and New Hampshire Council on World Affairs.

FAIRFIELD, CONN.—Apr. 2—Export Managers of Bridgeport (Southern Connecticut) luncheon, 12-2 p.m., Fairfield Motor Inn. Speaker: John E. Corette, General Counsel, Eximbank. Topic: Reviewing New and Revised Export Programs.

HONOLULU — Apr. 15 — "How to Get Started in Export-Import" workshop, 10 a.m., Commerce Field Office.

KANSAS CITY—Apr. 14—Meeting for exporters, Virginia State Port Authority, Top of the Tower, 911 Main, 6 p.m. Sponsors: International Trade Club, REEC, Commerce Field Office.

LITTLE ROCK—Apr. 15—Seminar on Doing Business with Canada, Hotel Marion. **Speaker: Asst. Secretary of Commerce for Economic Development Robert A. Podesta.** Sponsors: Arkansas Industrial Development Commission, REEC, Commerce's Memphis Field Office.

LOS ANGELES—Apr. 14—All-day Export Seminar, Mission Room, Hilton Hotel, 9:45-3:45. Sponsors: TWA, Small Business Association, Southern California REEC, Commerce Field Office.

MEMPHIS—Apr. 7—Export Documentation and Transportation Workshop, Memphis International Airport. Sponsors: REEC, Commerce Field Office.

MEMPHIS—Apr. 21—Memphis World Trade Club meeting, Sheraton Motor Inn.

MEMPHIS—Apr. 22—Export Workshop on the Commerce Department's Commercial Exhibits Program, Albert Pick Motor Inn. Sponsors: Mid-South Exporters' Roundtable, REEC, Commerce Field Office.

MEMPHIS—Apr. 26—Visit USA Workshop, with feature film "Company's Coming." St. John's Episcopal Church Auditorium. Sponsors: International Group of Memphis, Commerce Field Office.

MILWAUKEE—Apr. 2—Milwaukee World Trade Club monthly meeting, Holiday Inn-Midtown. **Speaker: Robert McLellan, Deputy Asst. Secretary of Commerce for Business Development.**

MINNEAPOLIS — Apr. 1 — Export Trade Workshop. First of four sessions. Organizing for Export; Market Research. Commerce Field Office 3-5 p.m. Speaker: M. H. Kvaal, Gray Co. Sponsors: Minn. World Trade Ass'n, Commerce Field Office, REEC.

MUSKEGON, MICH.—Apr. 28—Monthly meeting of Western Michigan Trade Club, 6 p.m., Lakos Restaurant.

NEW ORLEANS—Mar. 30—Fifth of six weekly seminars on Export Financing and Credit Problems, 7:30 p.m., Louisiana State University in New Orleans. Sponsors: L.S.U., Louisiana-Mississippi REEC, Commerce Field Office.

NEW YORK—Apr. 7—Foreign Credit Interchange Bureau Round Table Conference on foreign finance, credit, collection and exchange problems. Summit Hotel, 1:30 p.m.

NEW YORK—Apr. 15—Dinner meeting of the Foreign Credit Interchange Bureau's Export Credit Group. Advertising Club, 23 Park Ave., 4 p.m.

PHILADELPHIA—Apr. 1—In-Office Workshop, Organizing for Export. Philadelphia Field Office at 10 a.m.

PHILADELPHIA—Apr. 8—In-Office Workshop on Export Sales Correspondence. Philadelphia Field Office at 10 a.m.

ST. LOUIS—Apr. 7—"Show You" Export Workshop, Federal Building, 2 p.m. Sponsors: REEC and Commerce Field Office.

SEATTLE—Mar. 31—"Banking & Insurance for Exporters," 8021 Federal Office Bldg., 10 a.m. to noon. Sponsor: Seattle Field Office, U.S. Department of Commerce.

SOUTH BEND, IND.—Apr. 23—Export Seminar—Notre Dame U.

SPRINGFIELD, MO.—Seminars on export market development (9 a.m.-noon) and export documentation (2-4:30 p.m.), Chamber of Commerce headquarters. Sponsors: Chamber of Commerce, REEC, and Commerce's Kansas City Field Office.

STRATFORD, CONN.—Apr. 8—Meeting to discuss "Practical Ideas in Exporting," at the Stratford Motor Inn's Mermaid Tavern, 6905 North Main St. Sponsors: Connecticut Development Commission, REEC, Commerce Field Office.

TUSCALOOSA, ALA.—Apr. 7—Export Seminar — Marketing Techniques for Overseas—6:30 p.m., YMCA, sponsored by Industrial Management Club of Tuscaloosa.

YORK, PA.—Apr. 2—Monthly meeting of York Area World Trade Association at York Chamber of Commerce offices, 12 Noon. **Speaker: James H. Lefeaver, Jr., Commercial Exhibits Division, U.S. Department of Commerce,** Washington, D.C. on Foreign Market Development Through Commercial Exhibits.

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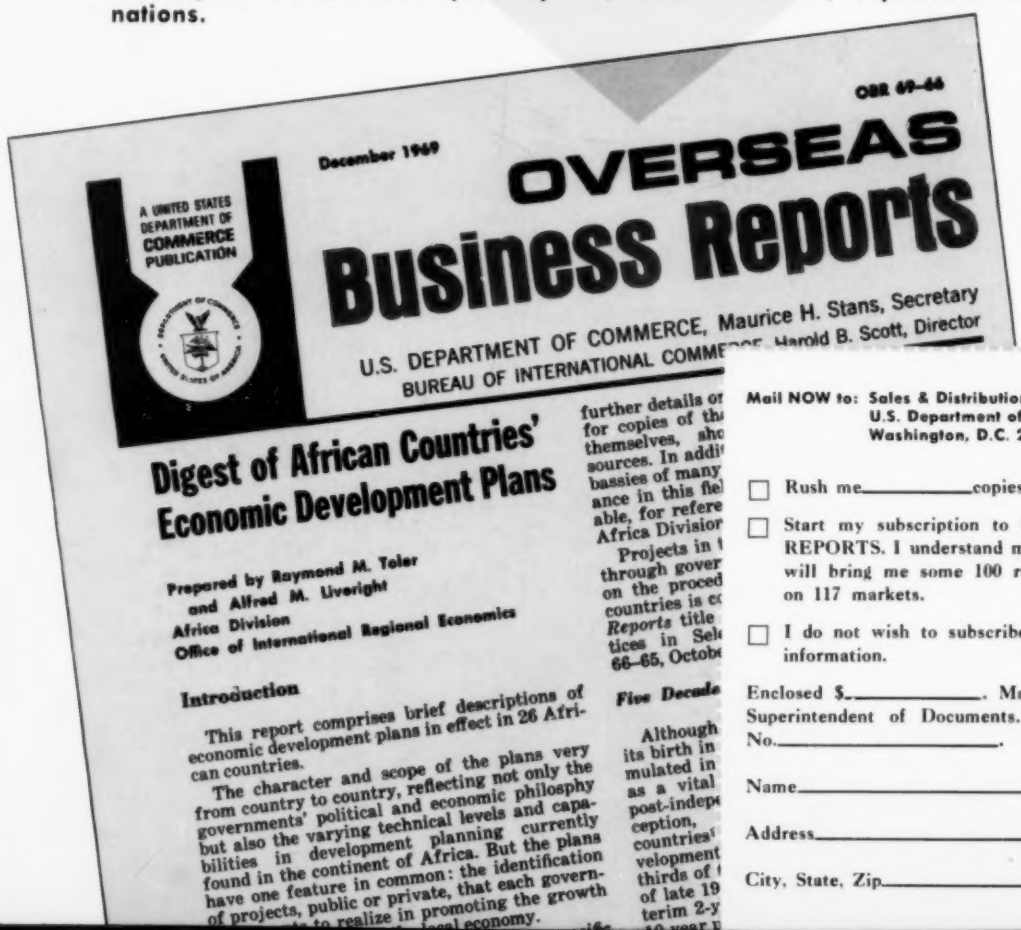

OBR 69-66

December 1969

A UNITED STATES DEPARTMENT OF COMMERCE PUBLICATION

OVERSEAS
Business Reports

U.S. DEPARTMENT OF COMMERCE, Maurice H. Stans, Secretary
BUREAU OF INTERNATIONAL COMMERCE, Harold B. Scott, Director

Digest of African Countries' Economic Development Plans

Prepared by Raymond M. Toler
and Alfred M. Liveright
Africa Division
Office of International Regional Economics

Introduction

This report comprises brief descriptions of economic development plans in effect in 26 African countries.

The character and scope of the plans very from country to country, reflecting not only the governments' political and economic philosophy but also the varying technical levels and capabilities in development planning currently found in the continent of Africa. But the plans have one feature in common: the identification of projects, public or private, that each government ... to realize in promoting the growth ... economy.

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